

LOMBARD

Labour party myth makers

BY ANTHONY HARRIS

WHEN Mr. Adrian Ham recently resigned as special adviser to the Chancellor of the Exchequer, he had some eloquent things to say about the low morale of the Treasury. He said it had run out of answers to our problems.

He did not go on to say that the Treasury not only mismanages the economy, but misrepresents the facts. But that, it turns out, is what Mr. Ham—who must really have had a very unhappy time in Great George Street—privately believes. In one of those widely circulated "confidential" documents in which the Labour party argues its policies, Mr. Ham accuses the Treasury of fudging the figures on overseas investment.

Never wrong

The subject matter will surprise nobody who takes any interest in the Labour Party's policies. The party in Transport House (unlike the one in Government) has a great advantage over the Treasury: many of its answers to our problems (and here indeed there is an answer to every problem) have never been tried out so they can never be proved wrong, and need never be revised. One of the longest-standing Labour Party myths is that Britain is bleeding to death by exporting capital which ought to be kept at home.

The Treasury answer to this (which is to show that the whole of British overseas investment is financed overseas) with a little to spare for the reserves, was published by the Treasury itself last week; but essentially the same arguments were put before the Party's Finance and Economic sub-committee in April by Mr. Denis Davies, a junior Treasury Minister, so that he is the object of Mr. Ham's refutation.

There is a lot of very technical and confusing stuff about the balance of payments statistics; and I have little doubt that the sub-committee, faced with this obscure row between two people who are supposed to know the inside story, will continue to think whatever it thought before.

However, for the benefit of any

member of the committee who may want actually to understand the question, it seems worth drawing attention to some of the facts.

First, while the Treasury is certainly right when it argues that British investment overseas does not actually involve any drain from the reserves, Mr. Ham is right when he calls this a very odd sort of argument. One who works without pay does not actually lose any money, because he does not pay any to his employer.

On the other hand, Mr. Ham is just as certainly wrong when he argues that the cost of investment overseas can be measured simply by adding up the unremitted profits of foreign subsidiaries of British companies—of £115bn. in 1974, for example. Mr. Ham was advising the Chancellor when he made his historic and absolutely necessary concession to British companies on stock appreciation. He should surely know that reported profits, especially at a time of rapid inflation, are often tied up in physical assets. They are not available in cash to be repatriated, even if local laws allow it. And Mr. Ham is even more short-sighted when he fails to even to mention the income generated by the investment which is done.

Uninspiring

However, the real fascination of the Ham-Davies row is that neither side seems to realise for a moment that the issues they have raised are totally beside the point. Investment inside Britain is not inhibited by lack of finance, but by poor prospective returns on any investment which is made. The perennial weakness of the pound is not due to a weak trading account (which was until quite recently in long-run balance) but to high domestic inflation and a weak balance sheet. Britain, as an overseas investor, is in the position of an under-capitalised bank with a distinctly uninspiring Board of Directors. And none of Labour's proposals will change that.

Wolfson grant for Aston

A "Wolfson Industrial Ultrasonic Material Forming Unit" is to be established and the three year grant will enable the unit to install in a number of companies ultrasonic metal and plastic forming equipment recently developed at the university.

TV/Radio

†Indicates programmes in black and white

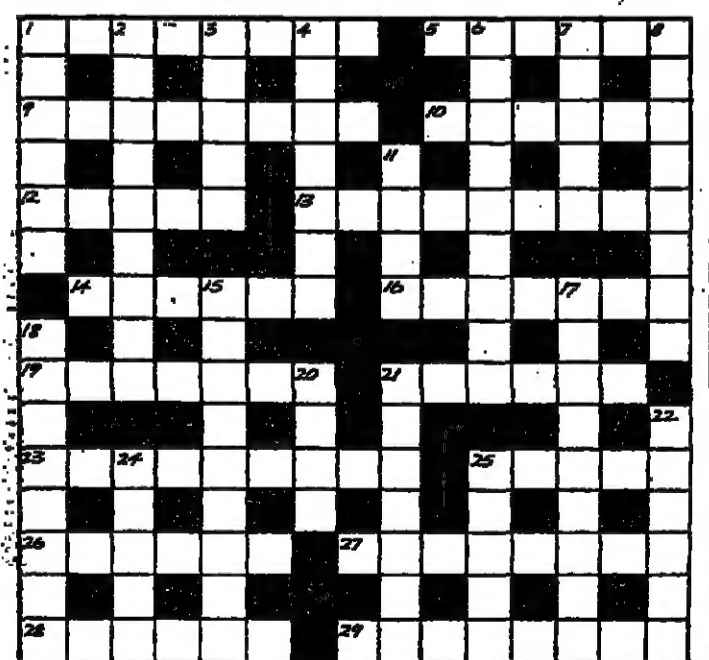
BBC 1

7.05-7.55 a.m. Open University (UHF only). 9.41 For Schools. Colleges. 12.35 p.m. On the Move. 12.45 News. 1.00 Pebble. 1.10-1.45 Bognuss. 2.00 You and Me. 2.14 For Schools. Colleges. 2.30 Regional News (except London). 3.55 Play School. 4.30 Astronaut. 4.35 Jackanory. 4.40 Blue Peter. 5.05 John Craven's

Newround. 5.15 The Oddball Couple. 5.35 Noah and Nelly in Skyline.

5.40 News. 5.55 Nationwide. 6.25 To-morrow's World. 7.10 Top of the Pops. 7.40 Happy Ever After. 8.10 Kojak. 9.00 News. 9.25 Sailor. 9.55 Gangsters. 10.45 To-night. 11.25 Weather/Regional News

F.T. CROSSWORD PUZZLE No. 3,190



ACROSS

- Food for a picnic in Kent (8)
- I'm going to London and set up in authority (6)
- Young doctor one left inside (8)
- ... and team batting is not out (6)
- Made an attempt but bound to accept first of rules (6)
- Girl's home-made soup (5-4)
- Fought with illegal dealer and died (8)
- A help to climber and wrestler (3-4)
- Cavity or hiding place for drug (7)
- Settlement could justify itself (3-3)
- Caught girl with sailor—a schoolfriend (9)
- Shape found right inside cave (5)
- Curry in front of bachelor in reel (6)
- Workers love me being good-looking (8)
- Soldiers capture a second shot (6)
- Traitor getting beer about three (8)

DOWN

- More nasty changes in the abbey (9)
- Evil ring put up a sign of peace (5)
- Occurrence I'd enjoy initially at sundown (8)
- Spirit—King George takes it (4)
- Cuts credit for Chinese food transporter (9)
- A collection to present to Conservative (9)
- Where astronauts drink creates no impression for typists (5-3)
- Impetuosity in the land (4)
- Get ready for sales man in trim (7)
- Bumped into oriental or celestial body (8)
- Confines a doctor with it (5)
- Detectives hesitate to make drink (5)

SOLUTION TO PUZZLE No. 3,189

DOWN: 1. TRICKY 2. FOOD 3. SAILOR 4. SCHOOL 5. SHAPE 6. CURRY 7. WORKERS 8. SOLDIERS 9. TRAITOR

RACING

BY DOMINIC WIGAN

Bruni for Cumberland Lodge

WITH the soft going in his favour and only second-class opposition to beat, Bruni must win this afternoon's Cumberland Lodge Stakes at Ascot impressively if he is to be seriously considered for the "Arc" in ten days.

I feel confident that the task will not prove beyond the Findon grey.

A length runner-up to Europe's champion middle-distance filly, Pawnee, in the King George VI and Queen Elizabeth Diamond Stakes here on his last appearance, Bruni meets nothing approaching her challenge in today's nine-runner event.

I hope to see him forging clear of his opponents, best of whom may be *Illustrious Prince*, early in the home straight and winning in the style reminiscent of his St. Leger victory, in which he had some admittedly moderate rivals stone cold a long way from home.

Two other interesting races on today's seven-race programme, which is covered as the rest of the meeting by BBC cameras, are the Clarence House Stakes and the Diadem Stakes.

Carriage Way, a two-year-old

stable companion to Bruni and a half-brother to the speedy *Trigamy*, is sure to be strongly supported for the Clarence House Stakes after his recent

ASCOT
2.00—Miss Filber
2.30—Norfolk Giant
3.05—Three Legs
3.40—Bruni
4.10—Trustful
4.40—Brave Lass
5.10—Gemini Miss

BEVERLEY
2.45—Preston
3.15—Prince Heabam
3.45—Whenny
4.15—Tula
4.45—Red Quiver
5.15—Acquittal

PERTH
3.30—Pirate Gold
4.30—Robin John

neck victory over Vincent O'Brien's *Rachmaninoff* in the Ribblesdale Stakes at Doncaster on St. Leger Day.

That form may not amount to much, as there was little confidence behind the Irish challenge. He drifted from 1-2 to even there, and I intend oppos-

ing the favourite and siding instead with the promising *Norfolk Giant*. This once-raced Blakeney colt made a close race of it with the 5-2 on Hot Grove in Chester's Cardinal Puff Stakes two months ago.

Three Legs, who has put up some top-class performances since joining Lutz Camm's Newmarket stable after a highly successful two-year-old and three-year-old career in Italy, will appreciate the going, and can get the better of the rejuvenated Boldboy in the Diadem Stakes.

A third probable winner for the course's leading jockey, Lester Piggott, is *Rides Tunes Legs*, in addition to his intended "Arc" mount, Bruni, is Mr. Jim Joel's *Ridan filly*, *Bruce Lass*. This game chestnut ought to find little difficulty in giving fellow-Newmarket challenger *Lizzylyn* 2 lb.

Pawnee and *Wallow*, first and second at the second voting stage for the Racecourse Association's Racehorse of the Year Award for 1976, held their positions in the third vote, taken after the St. Leger. The positions are: *Pawnee* 101 points, *Wallow* 50, *Lochgair* 32 and J. O. Tobin 15.

SALEROOM

BY ANTONY THORNCROFT

Sell-out at Blackrock, Dublin

CHRISTIE'S disposal of the contents of Newtown Park House, Blackrock, near Dublin, has proved a great success, with every one of the 880 lots selling for a total of £318,018, over £30,000 more than the most optimistic forecast. An encouraging feature was the strength of local Irish buying, which is a good omen for Christie's next Irish house sale at Clonbrock in Galway in November.

Yesterday was a quiet day, contributing only £25,308 to the total. Even so a late 17th century Mortlake tapestry panel, symbolising autumn, went to the Dublin dealer, McDermott, for £6,300, around three times the forecast.

The Georgian Shop in Dublin paid £1,200 for a pair of Coude-stone classical vases, and two volumes of the Dictionary of Irish Artists by Walter G. Strickland, with notes and correspondence by the author, sold to the National Library of Ireland for £350.

Meanwhile, Christie's in South Kensington raised £104,331 from selling some of the contents of the home, at Ascot, of the late Winifreda, Countess of Portland. The highest price at the three-day auction was £2,000 paid for a neo-classical mirror, but papier-mâché and lacquer objects also did well, and a pair of Tz's Chou garden seats,

15 inches high, sold for £300 each.

Sotherby's had a quiet day. At Belgrave continental bronzes and works of art, plus clocks and watches, totalled £28,101, with a top price of £1,000 for a mid-19th century French ornate and marble mantel clock, while at Bond Street a very routine Old Master sale managed £29,285, with a best price of £1,050 for "The Bridgewater Madonna," after Raphael.

Next Thursday sees the opening of Phillips third London sale, situated in Salem Road, north of Hyde Park and known as Phillips West 2. To begin with there will be sections of furniture and general works of art

once a week on a Thursday but given the weight of goods flowing into Phillips, there will soon be more sales held there.

At the first auction there are some good items of oak, including a carved court cupboard of 17th century design, and several refectory tables. The aim is to sell articles on a par in quality with the main Phillips saleroom just off Bond Street.

At the first auction there will be one eye-catching item—Sotherby's rhinoceros, presumably used as a film prop. It is 13 feet long and has been deposited with a storage company for over 18 months. The owner has disappeared so the beast is there will be sections of furniture and general works of art

TV plays for child actors

CHILDREN from schools throughout Britain will act in a new television series announced by the BBC yesterday.

The series, *It's Our Turn*, was not designed to find the stars of the future but to give an outlet to some of the considerable talent which existed in schools, said Monica Sims, head of children's television programmes.

"We have trained more than 5,000 miles round schools, auditioning hundreds of young audi-

agers before making our selection."

Children will set up their own productions and in some cases have collaborated with established writers.

Disc jockey Noel Edmonds will present a new three-hour-long Saturday morning show, *Multi-coloured Swap Shop*, for young viewers each week. During the programme children will be able to telephone in to swap their views, ideas and opinions as well as material possessions.

Man acquitted of trying to defraud unit trusts

FINANCIAL TIMES REPORTER

IMPORTANT legal rulings on the contract notes used by unit trusts were given at the Old Bailey yesterday when Mr. Brian Charles Reinhart, aged 38, hospital porter, of Chesterfield Road, Leyton, was acquitted of charges of trying to defraud four leading trusts over transactions in certificates worth £500,000.

Judge Lawson QC held that contract notes were not "property" within the legal meaning of the section of the Theft Act under which some of the charges had been brought.

After hearing legal submissions by both prosecution and defence counsel lasting more than four hours in all, he directed the jury to acquit the defendant on the grounds that there was no offence in law in this case.

Call boxes

The case, which had become a type of "test case" for the unit trust movement, was being closely watched by the Association of Unit Trusts.

The association had one of its senior officials on court on the opening day on Monday, and may now be considering the legal problems in their dealings with the public which have been disclosed by the case.

The prosecution, brought by the Metropolitan Police, had claimed that a scheme alleged to have been devised by the defendant to "stag" vast amount of unit trust purchases was unlawful.

The court was told that he had rung up unit trusts at times from public call boxes because he did not have much money, with orders ranging from £50,000 to £150,000 a time.

The orders were accepted on the telephone, but he planned to complete the purchases only if the units rose in value. Several of the units rose in value. Several

times the unit price went down and losses were sustained by the investors to apply for amounts of stock even though they did not have the full selling at a quick profit.

Unit trusts come under direction of the Dept. of Finance and industry which have to consider the legal on contract notes.

Christopher Hill writes: It looks as if there will be a ting up among unit trusts managers insisting on receiving cash before any contracts are honoured by them—and tainly before any subsequent sale is made. Others play it

One manager said that it have been possible to get with telephone dealing longer if the amounts had been smaller. Where sums were involved there usually some form of negot between the managers and over applications for new issues at the Old Bailey in which the initial management charges

Footnote: Two or three years ago there was a "staging" trial between the managers and over applications for new issues at the Old Bailey in which the initial management charges

Education 'cuts racialism'

RACIAL hostility among young Britons who have no college education is on the increase, according to a report published yesterday.

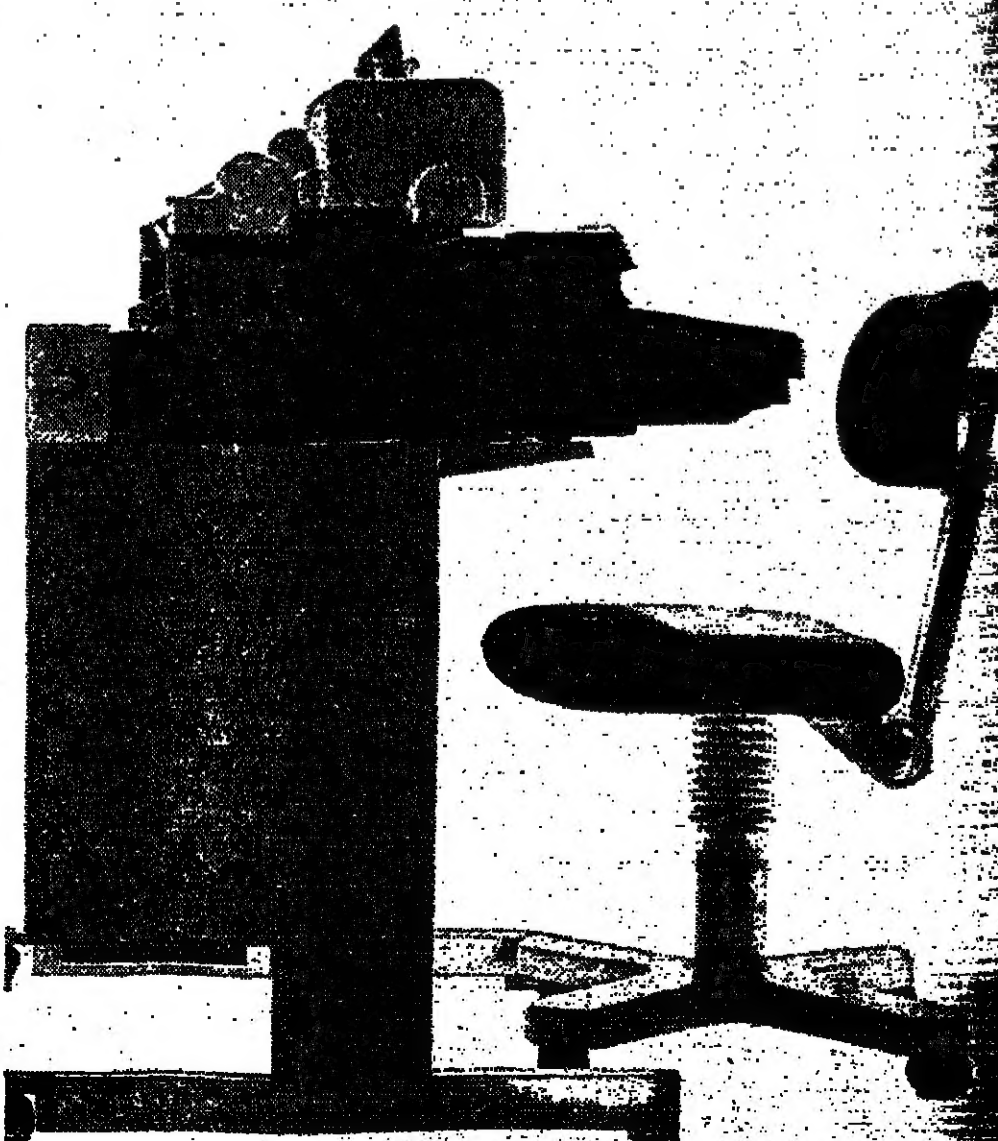
Young people who have further education are less prone to race prejudice, Mr. Alan Marsh, of the Social Science Research Council, says in a New Society magazine article, on a survey made in 1973-74.

But most young people seem to be moving the other way—towards straightforward expressions of racial hostility, the survey found.

The less well-qualified young people are suffering the effects of unemployment—and thus people aged 16 and over

Any person seated at this desk can do the work of three people.

Yes, one person to handle all customer accounts. Calculate and complete invoices. Prepare statements. Process payroll. Control the ledgers. Control stock flow. All these procedures completed at electronic speeds with Olivetti accuracy. The same person is able, at the touch of a button to print out at computer speed all credit control figures and management on/off line data. One person—not three—making a single input, triggers four routines simultaneously. The desk is one of Olivetti's 'A' series electronic accounting systems. The same desk that last year alone was chosen by over 1,000 U.K. firms to streamline their accounting. For today, tomorrow and the future. Do as they did. Consider Olivetti first.



For details of the A5/A6 and other systems in the Olivetti 'A' series, simply clip your letterhead or card to this advertisement and send it to Peter White, British Olivetti Ltd, 30 Berkeley Square, London W1X 6AH.

010150

Serkin, Jacobs, AX

by DOMINIC GILL

1. Piano sonata in B flat
Rudolf Serkin. CBS
(\$1.99 until Sept. 30,
\$2.99)
2. Violin regards sur
nt Jesus. La Rousselle
atie. Peter Serkin. RCA
0759 (3-disc box, \$5.97)
3. Etudes Books I and II.
Jacobs. Nonesuch H-11322
i).
Recital. Emanuel Ax.
ARL 1568 (\$2.99)

There is no apology for return-
ing this month with
handful of piano records
such compelling new
as these are too
to be ignored. The
in a class of its own
a last month about the
ably long-overdue first
of the 1942 RCA Victor
ings by Artur Schnabel
ven's sonatas op. 109 and
as those of the earlier
cycle, recorded be-
1932 and 1937, deeply
d, paradoxically selfless
e performances which
are unmistakably "right",
seemed to lead the listener
a way more directly and
closely to the composer,
most any others on record
know.
ist: the names of Serkin
lomon also came to mind,
t their best share with
el something of the same
to express transcending
anner of interpretative
and technical imperfec-
a vision of Beethoven's
so profoundly spiritual,
timeless. This new per-
ance by Serkin of Schubert's

last, great B flat sonata is of
Schnabel's stature: a miracle
of simplicity, and concentration,
humour and dignity, quiet,
luminous poetry. The
moderato Serkin chooses for the
first movement seems absolutely
right: not as unworldly slow as
for example Richter's, but slow
enough to propose a beginning
of radiant mystery and tender-
ness—a faraway triple-piano
swelling to forte as the presence
of the music is finally established
on the second page.
Serkin includes, of course, the
long exposition repeat—which
should be no special virtue, if it
were not for the almost un-
believable number of pianists
who omit this essential limb of
movement, as well as nine bars
of original music, thus radically
altering the scale of the work. It
is an enormous movement, in
Serkin's hands, as it should be,
more than 20 minutes long,
embracing the whole gamut of
Schubertian keyboard drama—the
initial proposition upon whose
weight all of the rest of the music
depends. In short, it is to be
lessen all the other movements
equally—false economy to lessen
even the very tiredness of the
return of the melody in C sharp
minor at the beginning of the
first movement's development,
wonderfully sustained by Serkin,
a melody dragging its feet, but
never its tempo.
His treatment of the andante
sostenuto, part lament, part
triumph, part heavenly reconcili-
ation, is sublimely simple—
never feigning, but deliberate-
ly direct, the purest lyrical state-
ment. In the scherzo, too, alive
with point-making, there are
properly Beethovenian accents
and emphasis in one of
Schubert's most Beethovenian

trios—I specially like the gruffy
incisive bottom F sforzando. The
finale is by turns light and
flowery, garlanded with cham-
eleon tunes, split apart by flashes
of lightning, gently shaken by
faraway thunder: an extra-
ordinary achievement, wholly
restraining, wholly convincing.
The sound-quality is slightly
dull and rather close—a little
too like listening to a perform-
ance from inside the piano lid.
The microphone also catches
every whisper of Serkin's breath-
ing—not I found for the most
part distracting, sometimes to
strangely moving effect: but the
Book Reviews are
on Page 13



Bryan Fingle and Betty Marsden in 'Mother's Day' which opened last night at the Royal Court

Lytelton Jumpers

by B. A. YOUNG

Jumpers is a model play for
the National Theatre, and they
have done well to revive it in a
new production for the Lytelton.
It is immensely funny, but it
calls for an intellectual effort
which commercial managements
might well believe rightly or
wrongly, to be beyond the mass
audience.

Jumpers, to remind those who
were unlucky enough to miss it
at the Old Vic four years ago,
is a play by Tom Stoppard about
a philosopher whose wife is un-
justly suspected of having shot
a guest at a party. Agatha
Christie could not have got more
than one act out of it. But it is
also a play with a basis in philo-
sophy, and when philosophers
begin to talk one act is unlikely
to be enough.
So we have a confrontation
between the philosopher, whose
name, somewhat to his disadvan-
tage, is George Moore, because
he is not the George Moore, and
the hosts of modern philoso-
phers ("logical positivists
mostly") who disdain his old-
fashioned belief in God and the
absolute values that stem from
belief in God. Throughout most
of the play, George is dictating
to a silent secretary, speed-
ing that he is to make that evening
at a symposium. He is not a
good dictator, nor is it likely
that his speech would be a good
one, though he has gone so far
as to equip himself with a bow
and arrow and a hare and a tor-
toise to illustrate the paradox
of Zeno of Elea.

The part is taken by Michael
Hordern in what might well be
the best performance he has
ever given. Every nervous move-
ment—the restless feet, the
hands, clenched in the pockets
of his shabby cardigan, whirled
behind his back or out to his
flanks, or suddenly extended to
a lecturer's gesture—contributes
to a superbly integrated com-
position, and the voice, with its
hint of the nasal Bloomsbury
quality, its habit of snatching at
words as if saving them from
blowing away, is perfectly
matched.
His wife Dorothy is a success-
ful but unreliable pop-singer,
and it is at her party that one
of a pyramid of athletes who

represent contemporary philoso-
phers is shot by someone
unknown shortly after George
has made an anonymous tele-
phone call to the police about
the noise. (The dead man is
Duncan MacFee, the Professor
of Logic, but this is only im-
portant insofar as his chair will
have to be filled.) Julie Cov-
ington plays Dorothy with terrific
zeal, singing as well as she acts,
radiating a kind of active
stupidity that protects her from
all offense.

Dorothy has a lover, Sir
Archie Jumper, the vice-
chancellor of the university and
the leading man of the con-
temporary faction. He is played
by Julian Glover with an un-
shakable certainty, a conviction
of correctness that never leaves
him even when he is discovered
behind a screen with a nude
Dorothy, who, he says, is under-
going dermatology, one of
his specialties. She is also per-
tered by a detective, Inspector
Romeo, who suspects her of kill-
ing MarFay, but he is such a
besotted fan of hers that there
is no difficulty in manoeuvring
him into a position embarrassing
enough to ensure his retirement.
Peter Wood is the director. He
has rethought the production a
good deal since last time: it is
now more gorgeously housed in
Patrick Robertson's elaborate
sets, and more is made of the
singing and dancing and acro-
batics of the Jumpers. It is
admirably played from top to
bottom; the janitor (George
Innes) who takes philosophy as
a hobby is a happy creation, and
even the impassive secretary
(Tel Stevens) scores a point
when she ultimately rises to
leave, revealing incidentally
that George has accidentally shot
his hare with his bow and arrow.
The original music (much of the
music consists of "golden
oldies") is by Myre Wickham.

az Festival—2 trange but exciting

by WILLIAM WEAVER

the culture-greedy
Festival of Arts can be
of endurance. If you
of energy is unlimited,
an start the day with a
t 9 a.m. and go to bed at
next day, after the late-
concerts (usually of tradi-
Iranian music) at the
ash, the cool gardens
of the tomb of the great
poet Hafiz. In between
urse, you can see two or
other things: a play, a
a recital. So the ordinary
al-gover or the jet-lagged
tends to resign himself: it
possible to see everything,
make a selection,
and choose music is much in
ance at Shiraz. I missed the
Iranian Brass Quintet (playing
rt Carter) and the Polish
2 Ensemble (playing Cage,
ng others), not because I
unwilling to hear them, but
use I am sure that I was
e other reporter for this page
I catch up with them at a
ean festival. Instead I went
the Tokk Ensemble from
n. This gifted group com-
Western instruments
piano, percussion) and
traditional Japanese shoku-
i and bachi. Similarly, its
rammes alternate classical
c of Japan with new works,
act, on the night I heard
the Tokk presented three
1 premieres, punctuated by
formance of an Iranian or-
No Urz, a traditional work
biwa and voice, effectively
preted by Kinshi Tsuruta.
is a pity that there were
rogrammatic notes to elu-
the significance of the work.
e were noted, however, on
new pieces, and the Japanese
ad that they have mastered
idental art of composer's
2. Here is Yoshiro Irino on
(characteristically entitled)
ge. I intend in this piece
rganise the various sounds
ino and percussion as an
changing whole. It is not an
situation of Chaos-Cosmos.
n we hear a sound, it may
(or he heard) at some time
as Chaos, but it includes
rently an order that changes
Chaos to Cosmos and vice
t. The piece was brief, tact-
bur had little to distinguish
rom its Western counter-
e, to be heard at any con-
orary music festival any-
e.
is interesting was Music for
g process by Toshi Ichi-
i, written for shakuhachi,
keyboard, percussion, and



The final scene from 'Shabab'

two flower-arrangers. I am afraid
the audience followed the
demonstration of Ikebana with
more interest than they heard
the delicate accompaniment
(which ended first, allowing the
chief flower-arranger to continue
a silent solo, wielding her fierce
scissors and bending gladiol-
i to her will).
Japan was also represented in
the spoken theatre sector of the
festival, by Shuji Terayama and
his The Ship of Folly, staged in
the Saraye Moshir courtyard
in the bazaar. Like Grotowski,
Robert Wilson, and Peter Brook,
Terayama is a familiar figure in
Shiraz (where three programmes
of his films were also shown this
year). Nevertheless, Iranian
hospitality did not extend to
acceptance of his madhouse play.
Apparently the local critics were
here. Actually The Ship of
Folly was tamer than I had
expected (at a previous Terayama
show in Shiraz a member
of the audience caught on fire);
an array of disjointed, occasion-
ally amusing, surrealist episodes,
accompanied much of the time
by booming electronic music by
J. A. Sauer.
In the theatre section it was
the Iranian contingent that
triumphed. Not knowing the
language (and with little help
from the programmes), I still
managed to enjoy the two plays
I saw: one the intense ritual There appeared
a knight by Arby Ovanessian, and
the other an earthy, bawdy,
bitter comedy, Shabab by Esmail
the Khaleji. Discomfort for the
audience being one of the hall-

The Entertainment Guide is on Page 25

marks of avant-garde theatre
these days, we were made to
scale a mountainside above the
ruins of Persepolis to reach the
rocky ledge where the Ovan-
essian work was staged. But it
was worth the trip. And the
capacity crowd that scrambled
up to the site of the play seemed
to agree with me.
I have no idea what it was
about, but I saw splendid acting,
especially by the real, intense,
beautiful Susan Taslimi, and a
carefully-gauged spectacle, end-
ing in magical Zoroastrian fires.
Similarly, in Shabab, though
I understood not a word, I could
tell I was in the presence of
real talent. Again, the audience
confirmed my impression, laugh-
ing at scene after scene. Set
in a slum courtyard, Shabab is
the story of the feckless Hashem
(played with infectious humour
and bedazzled appeal by
Khosrow Shayesteh), always
ready to cadge, deceive, and to
unzip his flies for man or woman.
It is only when he has
alienated everyone around him
that he achieves a degree of
self-awareness, a realisation of
the destruction he has wrought,
most of all on himself. When,
in a final gesture of desperation,
he slumps into the courtyard's
central pool, he still manages
to be both funny and tragic.
The rest of the cast was equally
good, and the author's own pro-

Elizabeth Hall Fournier

Earlier this year, in the first
remainder of the programme,
which consisted of Beethoven's
Variations on a Theme from
Handel's Judas Macabees,
Schubert's "Arpeggione"
Sonata and the F major Sonata
of Brahms, so lucid and attrac-
tive was his playing, indeed, that
there would have been some
danger of his reversing roles
with Fournier if he had been
less discreet. As it was, he
allowed his voice to sound
through clearly only in the Beetho-
ven, the most even-handed of
the three main works, and even
then he was far from bold.
That effect may have been
due in part to the unreliability
of the cello's intonation, for
Fournier never appeared es-
pecially settled, and there were
one or two very awkward
moments. Nevertheless, he re-
mains a cellist to marvel at. His
disdain of easy opulence and his
variety of muted colours gave
his phrasing a pure nobility, and
hint of the nasal Bloomsbury
quality, its habit of snatching at
words as if saving them from
blowing away, is perfectly
matched.
His wife Dorothy is a success-
ful but unreliable pop-singer,
and it is at her party that one
of a pyramid of athletes who

chances to shine in the

NAT NEWS SERV 3.2.76

MAJOR CHEMICAL

COMPANY CUTS CREDIT

Can you afford 10 days off?

Britain's major industrial suppliers are
hardening their terms of business. Quite soon, you
may have to pay for raw materials by "the 20th of
the month following" rather than at the end of the
month.

Ten days less credit from your biggest
suppliers can make a large hole in your working
capital. Could hinder your investment plans, harm
your relationships with customers, slow down
your rate of growth; in short, give everyone,
including you, even more business problems.

So talk now to Griffin Factors about liberating
the capital tied up in your sales ledger.

Factoring with Griffin is a safe, professionally
accepted means of obtaining finance for growth
without erosion of equity or independence. Griffin
buys your trade debts at their inception, and pays
up to 80% of approved debts, less charges, as
soon as the invoice is rendered and notified. The
remainder is paid when your customers
pay Griffin.

As your turnover expands, so your capital
availability increases. Griffin can quickly check
creditworthiness on any customer—sometimes in
minutes—and gives 100% protection against bad
debts on approved accounts. Griffin even take over
the administration of your sales ledger, issue your
statements and tactfully collect your debts.

With your capital available, instead of tied up in
financing debtors, you can pay your suppliers on
time, benefit from bulk buying discounts, plan for
sensible growth.

All you have to do now is to send the coupon
for a preliminary discussion with the Development
Manager, Griffin Factors Limited, Farncombe Road,
Worthing or, if you prefer, telephone 0903 205181.

Name of enquirer	
Position	
Name of company	
Address	
Telephone	
Is your company incorporated and registered in the UK?	Yes <input type="checkbox"/> No <input type="checkbox"/>
Is your company's annual turnover more than £100,000?	Yes <input type="checkbox"/> No <input type="checkbox"/>
Are your sales to trade customers?	Yes <input type="checkbox"/> No <input type="checkbox"/>
Nature of company's business	

FT 23/9

Griffin Factors Limited
A SUBSIDIARY OF MIDLAND BANK LIMITED

Beethoven and Saint-Saëns

by MAX LOPPERT

he second London concert of
the Paris Orchestra under its
conductor, Daniel Barenboim, was
a joyous programme of sym-
phonies—Beethoven's Seventh and
Eighth, Saint-Saëns' Third. The perform-
ances of both were filled with
spirited musicianship, vital
exciting detail, and also a
quantity of untidy phrases
ill-balanced sonorities to tell
taps, of tonal dross, or of
unfamiliarity with the
unwelcoming acoustics of
Festival Hall. Neither proved
be interpretations of uninter-
ted splendour or notable
lightfulness; but of the
acter, well-defined, vivid,
telling of the orchestra there
ample evidence.
he Saint-Saëns symphony,
come as a comparative rarity

in the concert hall these days,
was launched by the conductor
with a full-blooded showpiece,
sumptuous and opulent with
crimson-carpeted strings and
organ tone, glowing in the gran-
diosity and the sweetness. But
the personality of the orchestra,
with its keened wind soloists
and string departments sharply
distinguished in tone-colour, its
urgent, excitingly forward brass
players (the first trumpet metal-
lic to the point of intrusiv-
ness), seemed to pull against
this approach.
The result, especially in final
Allegro, was to expose some less
than perfectly meshed ensemble;
and to rob the whole work of
that special Berlioz-like melodic
chastity that, in the finest read-
ings, coexists with bombast and
sentimentality. Martin Cooper

has described the particular
musical characteristics of the
symphony as "high seriousness,
vibrating emotion and faintly
self-conscious showmanship".
Mr. Barenboim's handling of
seriousness was a little missed,
and the showmanship heavily
underlined.
In Beethoven, before the
interval, the combination of
Sarenboim and the Paris
Orchestra was far more aptly
keyed to the music—strange
tradition of expectation!
Despite, or perhaps because of,
such keenly charged tempi in

the outer movements, there was
time for the pungent tonal
qualities of the playing to
register, to bite pleasantly into
the fabric of the music.
In the third, the music of
truly hushed soft playing
became a problem only in the
drowsy-like buzzing of the Trio.
The warmth of the audience
response had to be satisfied by
an encore, the Marche to Act 3
of Carmen, which confirmed that
in Michel Debost the orchestra
has a flautist of character. But,
then, the Paris Orchestra is an
uncommonly characterful body.

Record, book and tour for Graham Collier

**Can you name the major
construction company that
achieved record profits
in 1975 for the
9th consecutive year with a
turnover of \$411 million?**

ANSWER PAGE 9.

EUROPEAN NEWS

Spanish king sacks hardline Deputy PM

BY ROGER MATTHEWS

MADRID, Sept. 22.

THE HARD-LINE Deputy Prime Minister of Spain, Lt. Gen. Fernando de Santiago y Diaz de Mendivil, has been sacked and is to be replaced by one of the more liberal members of the military, Lt. Gen. Manuel Gutiérrez Mellado. The announcement is expected to be made officially tomorrow and represents another blow to those extreme Right-wing elements opposed to the gradual reform programme of King Juan Carlos and his Premier Sr. Adolfo Suarez.

Critical role

The decision is also a public acknowledgement of the critical role the armed forces have to play in the political evolution of Spain and, according to some assessments, is one of the boldest moves made so far by the King. By removing a general from such a key post as Deputy Prime Minister, the King risks unpopularity among the less progressive members of the military but at the same time may be securing a more realistic power base.

Gen. Gutiérrez Mellado has been tipped previously as a potential member of the Cabinet. A staff officer closely aligned to the King, he was appointed Chief of the General Staff and one of the most progressive members of the army. He has distinguished himself by his willingness to discuss political issues and meet members of the Opposition.

When the late Gen. Franco sacked Gen. Diego Alcala for his alleged political activities in 1974 the progress of Gen. Gutiérrez Mellado temporarily suffered a similar setback because of his close association. He was appointed governor of Ceuta, the Spanish enclave in North Africa last year and then moved in quick succession after the death of Gen. Franco to be Captain General of Spain's 7th military region and subsequently became Chief of the Army General Staff, the post he now holds.

His previous reluctance to accept a Cabinet post may have been tempered by the recent and increasingly obvious political manoeuvrings of Gen. de Santiago as Deputy Premier. Following a meeting between the Prime Minister and top military commanders on September 5, when the Cabinet's plans for constitutional reform were discussed, Government officials claimed that the talks represented army backing for the proposals.

Gen. de Santiago was not pleased by this interpretation and subsequently let it be known that the scheme for a new constitution was capable of amendment, an obvious encouragement to the most conservative members of the Cortes (Parliament) which is due to vote on the measure in the next few days. This attitude was finally followed by changes in the other three military posts in the Government. None of the four military members of the Cabinet was changed during the extensive reshuffle carried out by Sr. Suarez after his appointment 11 weeks ago.

There is also likely to be pleasure in Washington at the change as Gen. Gutiérrez Mellado is well known and respected in the U.S., having headed the Spanish military team in the negotiation of the bases agreement. The role of the U.S. in Spain is of key importance, and the king will be similarly pleased to have made an appointment that is well accepted in the State Department.

The left-wing opposition in Spain reacted cautiously to the change, but some of the more radical elements, although welcoming the departure of the Deputy Premier, do not expect any significant changes in Government policy.

His previous reluctance to accept a Cabinet post may have been tempered by the recent and increasingly obvious political manoeuvrings of Gen. de Santiago as Deputy Premier. Following a meeting between the Prime Minister and top military commanders on September 5, when the Cabinet's plans for constitutional reform were discussed, Government officials claimed that the talks represented army backing for the proposals.

Gen. de Santiago was not pleased by this interpretation and subsequently let it be known that the scheme for a new constitution was capable of amendment, an obvious encouragement to the most conservative members of the Cortes (Parliament) which is due to vote on the measure in the next few days. This attitude was finally followed by changes in the other three military posts in the Government. None of the four military members of the Cabinet was changed during the extensive reshuffle carried out by Sr. Suarez after his appointment 11 weeks ago.

There is also likely to be pleasure in Washington at the change as Gen. Gutiérrez Mellado is well known and respected in the U.S., having headed the Spanish military team in the negotiation of the bases agreement. The role of the U.S. in Spain is of key importance, and the king will be similarly pleased to have made an appointment that is well accepted in the State Department.

The left-wing opposition in Spain reacted cautiously to the change, but some of the more radical elements, although welcoming the departure of the Deputy Premier, do not expect any significant changes in Government policy.

His previous reluctance to accept a Cabinet post may have been tempered by the recent and increasingly obvious political manoeuvrings of Gen. de Santiago as Deputy Premier. Following a meeting between the Prime Minister and top military commanders on September 5, when the Cabinet's plans for constitutional reform were discussed, Government officials claimed that the talks represented army backing for the proposals.

Gen. de Santiago was not pleased by this interpretation and subsequently let it be known that the scheme for a new constitution was capable of amendment, an obvious encouragement to the most conservative members of the Cortes (Parliament) which is due to vote on the measure in the next few days. This attitude was finally followed by changes in the other three military posts in the Government. None of the four military members of the Cabinet was changed during the extensive reshuffle carried out by Sr. Suarez after his appointment 11 weeks ago.

There is also likely to be pleasure in Washington at the change as Gen. Gutiérrez Mellado is well known and respected in the U.S., having headed the Spanish military team in the negotiation of the bases agreement. The role of the U.S. in Spain is of key importance, and the king will be similarly pleased to have made an appointment that is well accepted in the State Department.

The left-wing opposition in Spain reacted cautiously to the change, but some of the more radical elements, although welcoming the departure of the Deputy Premier, do not expect any significant changes in Government policy.

His previous reluctance to accept a Cabinet post may have been tempered by the recent and increasingly obvious political manoeuvrings of Gen. de Santiago as Deputy Premier. Following a meeting between the Prime Minister and top military commanders on September 5, when the Cabinet's plans for constitutional reform were discussed, Government officials claimed that the talks represented army backing for the proposals.

Gen. de Santiago was not pleased by this interpretation and subsequently let it be known that the scheme for a new constitution was capable of amendment, an obvious encouragement to the most conservative members of the Cortes (Parliament) which is due to vote on the measure in the next few days. This attitude was finally followed by changes in the other three military posts in the Government. None of the four military members of the Cabinet was changed during the extensive reshuffle carried out by Sr. Suarez after his appointment 11 weeks ago.

There is also likely to be pleasure in Washington at the change as Gen. Gutiérrez Mellado is well known and respected in the U.S., having headed the Spanish military team in the negotiation of the bases agreement. The role of the U.S. in Spain is of key importance, and the king will be similarly pleased to have made an appointment that is well accepted in the State Department.

The left-wing opposition in Spain reacted cautiously to the change, but some of the more radical elements, although welcoming the departure of the Deputy Premier, do not expect any significant changes in Government policy.

His previous reluctance to accept a Cabinet post may have been tempered by the recent and increasingly obvious political manoeuvrings of Gen. de Santiago as Deputy Premier. Following a meeting between the Prime Minister and top military commanders on September 5, when the Cabinet's plans for constitutional reform were discussed, Government officials claimed that the talks represented army backing for the proposals.

Gen. de Santiago was not pleased by this interpretation and subsequently let it be known that the scheme for a new constitution was capable of amendment, an obvious encouragement to the most conservative members of the Cortes (Parliament) which is due to vote on the measure in the next few days. This attitude was finally followed by changes in the other three military posts in the Government. None of the four military members of the Cabinet was changed during the extensive reshuffle carried out by Sr. Suarez after his appointment 11 weeks ago.

There is also likely to be pleasure in Washington at the change as Gen. Gutiérrez Mellado is well known and respected in the U.S., having headed the Spanish military team in the negotiation of the bases agreement. The role of the U.S. in Spain is of key importance, and the king will be similarly pleased to have made an appointment that is well accepted in the State Department.

The left-wing opposition in Spain reacted cautiously to the change, but some of the more radical elements, although welcoming the departure of the Deputy Premier, do not expect any significant changes in Government policy.

Portugal unveils plan to hand back illegally-occupied farms

BY PAUL ELMAN

THE PORTUGUESE Government today unveiled its plan to hand back 161 farms in the first reversal of illegal land occupations, which have brought chaos to the agrarian reform programme.

The evictions, due to start next Monday, are seen here as the first test of the determination with which the Prime Minister, Dr. Mario Soares, and his two-month-old minority Socialist cabinet plan to rule the country.

According to a cabinet statement issued in the early hours of this morning, the Government will also work out compensation for former owners, particularly foreigners whose lands were seized in last year's wave of occupations in the southern Alentejo region.

LIFE is hard for the 125 members of the Estrela Vermelha (Red Star) Co-operative. But, then it always was, says Francisco Ventura Guerreiro, 35, one of the original group who expelled Henrique Barreiro from his farm on February 17 last year to set up Portugal's first worker-run agricultural co-operative.

Red Star, just outside the town of Santiago de Cacem, 300 miles south of Lisbon, has managed to avoid the bankruptcy that has hit many of the co-operatives set up during the rash of expropriations which have affected 25m. acres of Alentejo farmland.

Cash earned from last year's cork crop has enabled the co-operative to get by without borrowing any money so far and its members have been able to sow wheat, rice and tomatoes on land which previously lay idle among the cork trees.

"We had an offer for our cork from a private businessman last year but when our comrades in the co-operative to get by without borrowing any money so far and its members have been able to sow wheat, rice and tomatoes on land which previously lay idle among the cork trees."

Like everyone else on the co-operative Teixeira is paid Esc.180 (about £3) a day while Esc.20 put aside for a share-out at the end of the year. Like all the others he takes part in the voting by which precedes any decision-taking on the use of the co-operative's funds.

Despite the minor improvements the collective life has brought—the co-operative now has a canteen which is the hub of its social life—Red Star is far from a rural idyll.

Nevertheless, Francisco Guerreiro remains firmly convinced that the whole experiment has been worthwhile. "There's not much point in going for higher pay. The cost of living (Portugal has an inflation rate of 35 per cent. soon takes care of

that. Anyway, what counts is the quality and that's what we've got here."

Red Star could be described as one of the lucky co-operatives. The fact that it is controlled by the communists—party posters adorn its whitewashed walls—has allowed it to obtain some of the benefits the party can provide in what critics claim is a state within a state in the Alentejo.

These benefits include technical assistance from the Soviet Union and other East European countries. This sort of assistance has left the Communist-controlled co-operatives better placed on the whole than those organised by the non-Communist revolutionary left.

It has also left the party in a dangerously exposed position in the Alentejo. Many of its fol-

lowers are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

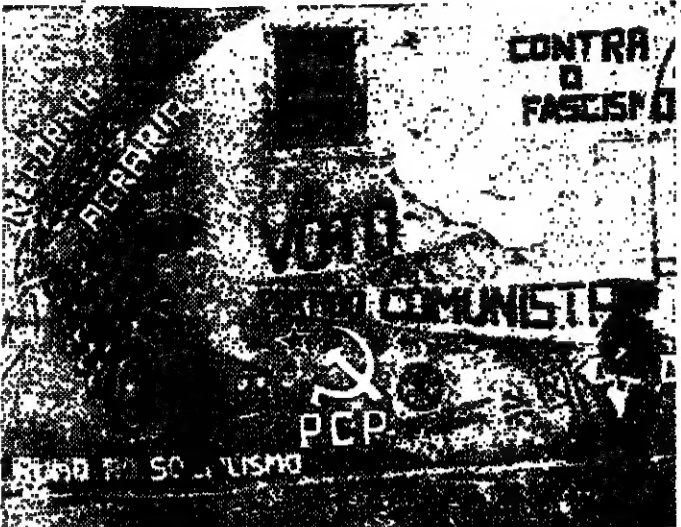
The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-



Reforming the reforms: this pro-Communist mural, painted at the time of the land expropriations last spring, provides an ironic reminder of the U-turn in Portuguese policy.

has allowed it to obtain some of the benefits the party can provide in what critics claim is a state within a state in the Alentejo.

These benefits include technical assistance from the Soviet Union and other East European countries. This sort of assistance has left the Communist-controlled co-operatives better placed on the whole than those organised by the non-Communist revolutionary left.

It has also left the party in a dangerously exposed position in the Alentejo. Many of its fol-

lowers are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

Showdown with Left looks certain over evictions

BY PAUL ELMAN IN LISBON

The Minister, along with his closest advisers, have moved hidden their belief that collective evictions is their long term aim for all Portuguese agriculture.

In any case, the ideological challenge is accepted with a vengeance by the Agrarian Reform Programme's more unbending critics notably the Confederation of Portuguese Agriculture, which claims 400,000 adherents, mostly owners of small and medium sized properties in the centre and north of the country.

The differences in the pattern of landholding between the areas south of the River Tagus and those to the north is explained by the fact that the large estates in the Alentejo were formed out of land gifts to nobles who expelled the Moors while north of the River Tagus there was historically no law of primogeniture which produced a fragmentation of the land.

Fears among farmers north of the Tagus that they were next on the expropriation list brought the CAP to dramatic life when its members cut highways north of Lisbon on the eve of the Left-wing military rebellion last November.

Since then the CAP has come to see the cause of those already dispossessed in the Alentejo—this largely at the urging of one of its most articulate leaders, Jorge Van Zeller, 38, who farms near the city of Beja.

Van Zeller's farm lies just 50 miles away from the Red Star co-operative across the rolling Alentejo countryside with its stony cork trees whose trunks have already turned the rust colour which marks the onset of another cork-stripping season.

A tall moustachioed figure, Van Zeller declaims vehemently against the Communists as he pounds up and down his living-room in his dusty boots. He pours scorn on the modest

might decide to resist the Government's eviction plan. Equals many on the left wing of Dr. Mario Soares' Socialist Party are unhappy at the possible consequences of the Government's decision to make a start at eviction.

The Party's programme continues, in a continuing the Agrarian Reform Programme, indeed there are many co-operatives whose political allegiance is to the Socialist Party.

The Agriculture Minister, Dr. Lopes Cardoso, is in the public eye widely identified with the programme as it has developed.

has allowed it to obtain some of the benefits the party can provide in what critics claim is a state within a state in the Alentejo.

These benefits include technical assistance from the Soviet Union and other East European countries. This sort of assistance has left the Communist-controlled co-operatives better placed on the whole than those organised by the non-Communist revolutionary left.

It has also left the party in a dangerously exposed position in the Alentejo. Many of its fol-

lowers are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated wealth of private households makes an interesting reading. While average assets per household were DM42,000, the average for a blue-collar household was DM34,000 (£5,000) of which DM5,500 was in a savings account, DM3,500 in a building society, DM900 in fixed interest securities, DM22,000 was property value (net of mortgage debt) and from which was deducted DM1,000 in debt.

This worker wealth does not differ markedly from that of the average white-collar/executive household which had DM40,000, or from the average civil service household with DM39,000. In fact, Dresdner Bank concludes that 90 per cent. of all house-

holds are those of civil servants, executives, workers and non-employed, and that they have a vested interest in the economic report. The Bank calculates that at the end of last year the average German household had net assets of about £10,000, excluding shareholdings and life insurance policies.

The Dresdner Bank's attempt at the very difficult exercise of assessing the accumulated

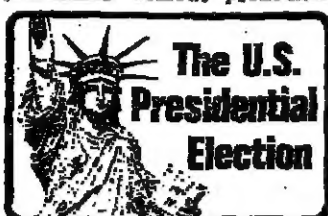
AMERICAN NEWS

Public interest high in Ford, Carter TV debates

BY JUREK MARTIN, U.S. EDITOR

WASHINGTON, Sept. 22.

GEORGE GALLUP, the front of them will only come up to the candidates' waists because the Carter side believes they will look better than Mr. Ford's bulk. The two men will be questioned by a moderator and a panel of three journalists, all of whom have been vetted by the candidates' staffs. All are respected journalists without pronounced political leanings or a reputation for polemic questioning on television interviews.



may not be easy to pick a clear winner. In 1960 it was a close call when John Kennedy won his first debate with Richard Nixon, largely because he came over better on screen, but the polls taken immediately after that event showed a very small swing in Kennedy's favour, so tiny, in fact, as to be almost negligible.

Both men have had problems with their public speaking. Mr. Ford is prone to awful slips of the tongue and other mangling of the English language, while Mr. Carter has a soft Southern drawl that is not always easy to understand and a habit of launching into complex syntax, the logic of which may be crystal clear to himself but is not always so perceived by his listeners.

These, then, are the parameters for tomorrow night's debate. Interest in the country is running very high and the public's assessment of each man's character (rather than his advocacy of specific issues) may well determine who wins the election.

GM announces price rises on large cars

DETROIT, Sept. 22.

GENERAL MOTORS Corporation announced its long-awaited rise on its new 1977 full-size cars. As expected, the increases are generally well below the average increase of \$344 a unit, 5.9 per cent, that the car maker announced last month for its 1977-model cars.

U.S., Bonn bribe talks fail

WASHINGTON, Sept. 22.

S. and West German authorities have failed to reach agreement in their first negotiating session on exchanging information about alleged Lockheed Air-aid payoffs in West Germany.

Canada oil sands tax talks

OTTAWA, Sept. 22.

THE FEDERAL and Alberta energy ministers will meet on October 4 to discuss lowering taxes and royalties on new oil sands plants.

Amazon Indians 'despair'

RIO DE JANEIRO, Sept. 22.

A REMOTE Amazon tribe is killing its own children as a final act of despair at the white man's encroachment on its lands, according to reports reaching here.

THE PANAMA CANAL ISSUE

GENERAL Omar Torrijos, the Panamanian dictator, is finding his political balancing-act increasingly difficult to sustain. He desperately needs a new canal treaty with the U.S. in order to ease his growing economic and political problems, yet President Ford is not willing to risk alienating his conservative support by resuming the treaty negotiations before the U.S. elections.



General Torrijos

General Torrijos runs out of time

BY ALAN RIDING, RECENTLY IN PANAMA CITY

The eruption earlier this month of the worst Panamanian student riots in eight years emphasised the delicacy of his situation. Even the student movement, which was long controlled by the government and supported its "revolutionary" stance, is slipping away. The semi-official Panamanian student federation is rapidly losing ground to an assortment of Trotskyist and other groups of the far Left which have little time for the regime, and were responsible for escalating a demonstration against the Chilean junta into riots about the high cost of living here.

Over the years, he has consciously used the anti-American Left to demonstrate that Panamanians are obviously impatient for a new treaty eventually giving them control of the canal and immediate jurisdiction over the Canal Zone. But because of his excessive militancy on the issue, means strengthening right-wing opposition to a new treaty in the

U.S. Congress. General Torrijos has been forced to tone down his rhetoric in recent months. In January and again last week, he allowed rice and milk prices to rise on September 9, months of resentment, therefore spilled over, first into student protests and then into rioting and looting in the slums.

There are now two symptoms of the regime's growing worry about the narrowing options before it: sharp disputes have erupted among the senior officers of the National Guard, and the Government has sought to divert attention from local problems by complaining about delays in the negotiations with Washington, and by blaming the U.S. for the recent riots.

Compared with the transparent reasons for the dangerous and apparently unsuccessful attempt to stir up anti-American sentiments, the tensions among the National Guard elite are less easy to explain. For more than two years now, the one-dynasty General Torrijos seems to have

lost his flair for leadership and even his interest in governing. He rarely appears in public, spending most of his time at his hideaway at El Farallon, 60 miles west of Panama City. Yet he has managed to prevent the emergence of any heir apparent, keeping power carefully divided between his official number two, Colonel Rodrigo Garcia, and his intelligence chief, Colonel Manuel Noriega. The recent crisis in the high command resulted from an open clash between these two men, but, despite the rumours, neither attempted a coup. After more than a month of speculation, the entire national guard hierarchy was last week paraded before the cameras at a press conference ("No questions, please") to display military unity.

Unable either to improve the short-term economic situation or to force Washington to return to the bargaining-table on the canal treaty, what are General Torrijos' remaining alternatives? He can provoke a serious crisis in his relations with the U.S., but that course is fraught with dangers. Given the widespread anger among the urban poor about the cost of living and the growing opposition of the student movement, he may in fact not succeed in pinning on to Washington the blame for Panama's problems. Even if this strategy works, it could mean sacrificing the sympathy of the U.S. State Department for Panama's basic demands and ensuring that any draft treaty will be rejected by the already-hostile U.S. Senate. Washington could even be led to revise its choice of General Torrijos as the best man with whom to negotiate a new treaty.

Since the general's peculiar balancing act has so far involved wild swings from left to right, he could take up a position on either extreme and at least secure one flank. But if he pursues

perhaps the answer to General Torrijos' prayers would be some much-publicised concession by Washington in the canal negotiations. For example, even if the American chief negotiator, Mr. Ellsworth Bunker, were to fly to Panama, albeit empty-handed, for more talks before November, the general could at least claim a measure of success. But the Ford Administration is fahling for its life and is clearly not about to "go liberal" on this single seemingly postponable issue. "If the President thought he could win votes by telling Torrijos to go jump in a lake, he would do so," one American official told me. Mr. Bunker himself told the Panamanians this month that he had no instructions from the White House to pursue the negotiations, and that he therefore saw no purpose in returning. Ironically, until the U.S. election campaign interfered, the talks on a new treaty were advancing well: given goodwill in Washington, only a few more weeks, the negotiating process was to produce a draft. "A new treaty is not a serious negotiating problem," the official said. "It is just a question of political timing." But Washington is not about to demand that General Torrijos may no longer have to

Where £110m of our exports went last year.

First, it must be said that it was just one organisation that placed the orders which resulted in £110m.

The Crown Agents.

The paradox is, although that total of £110m makes up a very large group of export orders for this country—certainly making us in effect one of Britain's more significant export agencies—there are some people unaware of what we do and who we deal with.

We are Crown servants whose office it is intended should become, subject to legislation, a Public Corporation. Our function is to serve overseas governments and State organisations — our Principals — in whatever way they need professional help.

The services we provide have ranged from supplying 26,000 kilos of medical stores to Bangladesh to asking for, and evaluating, tenders for new carriages for the Malaysian Railways; from supervising the construction of Golden Rock airport at St. Kitts to supplying transmission cables to Fiji; from administering £2 billion of British and International aid to various third-world countries to supervising the refit of the British Antarctic survey ships.

Since 1833, no request for our services has been too large or too small.

And who do we deal with? The following list of Principals who have used our services at one time or another will give you an idea.

GOVERNMENTS:

Abu Dhabi; Anguilla; Antigua; Bahamas; Bahrain; Bangladesh; Barbados; Belize; Bermuda; Botswana; British Antarctic Territory; Brunei; Cyprus; Dominica.

Dubai; Egypt; Ethiopia; Falkland Islands; Fiji; The Gambia; Ghana; Gibraltar; Gilbert Islands; Grenada; Guyana; Hong Kong; Indonesia; Jamaica; Jordan; Kenya; Lesotho; Malawi.

Malaysia; Federation of Johore, Kedah, Kelantan, Melaka, Negri Sembilan, Pahang, Penang, Perak, Perlis, Sabah, Sarawak, Selangor, Trengganu.

Mauritius; Montserrat; Nepal; New Hebrides—British Service; New Hebrides—Condominium.

Nigeria, Federal Government (Anambra State, Bauchi State, Bendel State, Benue State, Borno State, Cross River State, Gongola State, Imo State, Kaduna State, Kano State, Kwara State, Lagos State, Niger State, Ogun State, Ondo State, Oyo State, Plateau State, Rivers State, Sokoto State).

Oman; Pakistan; Papua New Guinea; St Christopher-Nevis-Anguilla; St Helena; St Lucia; St Vincent; Saudi Arabia; Seychelles; Sierra Leone; Singapore; Solomon Islands; Sri Lanka; Sudan; Swaziland; Tanzania; Thailand; Tonga; Trinidad and Tobago; Turks and Caicos Islands; Tuvalu; Uganda; United Arab Emirates;

United Kingdom; United Republic of Cameroon, (West Province); Western Samoa; Yemen Arab Republic; Yemen, People's Democratic Republic of; Zambia; Zanzibar.

PORTS AND HARBOURS:

Solomon Islands Port Authority; East African Harbours Corporation; Gambia Ports Authority; Kelang Port Authority; Kuching Port Authority; Nigerian Ports Authority; Penang Port Commission; Port of Aden Authority; Sierra Leone Ports Authority; Singapore Ports Authority.

RAILWAYS AND TRANSPORT:

East African Railways Corporation; Indonesia State Railway; Jamaica Railway Corporation; Kowloon-Canton Railway.

Malayan Railway Administration:

Nigerian Railway Corporation; Sabah State Railways; Sierra Leone Railway; Sri Lanka Railway; Sri Lanka Transport Board.

BANKS AND CURRENCY BOARDS:

Asian Development Bank; Bank of Indonesia; Bank Negara Malaysia; Bank of Botswana; Bank of Ghana; Bank of Guyana; Bank of Jamaica; Bank of Mauritius; Bank of Sierra Leone.

Bank of Tanzania; Bank of Uganda; Bank of Yemen; Bank of Zambia; Belize Currency Board; Bermuda Monetary Authority; Board of Commissioners of Currency, Singapore; Brunei Currency Board; Caribbean Development Bank.

Cayman Islands Currency Board:

Central Bank of the Bahamas; Central Bank of Barbados; Central Bank of Cyprus; Central Bank of Gambia; Central Bank of Jordan; Central Bank of Kenya.

Central Bank of Nigeria; Central Bank of Trinidad and Tobago; East Caribbean Currency Authority; Fiji Central Monetary Authority; The Monetary Authority of Singapore; Reserve Bank of Malawi; United Arab Emirates Currency Board.

BROADCASTING, POSTS,

COMMUNICATIONS AND ELECTRICITY: Bahamas Electricity Corporation; Bahrain Electricity Department; Solomon Islands Electricity Authority; Ceylon Electricity Board; Cyprus Broadcasting Corporation; Dubai Radio and Colour TV Service; East Africa Power and Lighting Co. Ltd.

East African Posts and Telecommunications Corporation; Electricity Supply Commission of Malawi; Fiji Electricity Authority; Fiji Posts and Telecommunications Department.

Guyana Telecommunications Corporation; Jordan Ministry of Posts and Telegraphs; Jordan Telecommunications Corporation; Mauritius Central Electricity Board; National Electricity Board of the States of Malaysia; National Electric Power Authority (Nigeria); Nigerian Broadcasting Corporation.

Public Corporation for Electric Power, People's Democratic Republic of the Yemen; Sabah Electricity Board.

Sarawak Electricity Supply Corporation;

Sarawak Posts and Telecommunications; Sierra Leone Electricity Corporation; Singapore Telecommunications Authority; Swaziland Electricity Board.

Thailand Metropolitan Electricity

Authority; Voice of Kenya; Western Nigeria Government Broadcasting Corporation; Zambia Electricity Supply Corporation Ltd; Zanzibar State Fuel and Power Corporation.

UNIVERSITIES AND SCHOOLS:

Ahmadu Bello University; Benin University; Benin University Teaching Hospital.

Eastern Caribbean Farm Institute;

Enugu Institute of Management and Technology; Fourah Bay College; Gulf Technical College, Bahrain; Hong Kong University; Ibadan University; Ibadan University College Hospital; Kaduna Polytechnic; Lagos University Teaching Hospital.

Makerere University, Kampala; Malawi University; Mara Institute of Technology Library; Mauritius University; Mombasa Polytechnic; Nigerian Civil Aviation Training Centre.

Njala University College; North East College of Arts and Sciences, Nigeria; Uganda Technical College; University of Botswana, Lesotho and Swaziland.

University of Calabar; University of Ife; University of Malaya; University of Nairobi; University of Nigeria; University of Singapore; University of South Pacific; University of West Indies; Zaria College of Arts, Science and Technology.

The Crown Agents also act for the United Nations and as authorised Agents for projects financed by the International Development Association, the International Bank for Reconstruction and Development (World Bank), the Asian Development Bank and the African Development Bank. In addition to acting in philatelic matters for many of the Governments listed, the Crown Agents also administer the Australian Stamp Bureau in London on behalf of the Australian Post Office.

All very impressive. But of what interest is this to the United Kingdom?

Because of orders we placed last year for our Principals, British Industry benefited by over £110m in exports. And that is not taking into account earnings from 'invisible' exports—banking, recruitment, inspection and project supervision.

Crown Agents

The Crown Agents for Oversea Governments & Administrations, 4 Millbank, London SW1P 3JD. Tel: 01-232 7730. Cable: Crown London SW1 Telex: 916205.

WORLD TRADE NEWS

British assurance given on nuclear power exports

BY DAVID FISHLICK, SCIENCE EDITOR

RIO DE JANEIRO, Sept. 22.

ITAIN WOULD export nuclear equipment and materials to countries willing to permit access to safeguard inspection of the International Atomic Energy Agency, the agency's conference was assured today, in a formal declaration of its policy on the proliferation of nuclear weapons.

Britain would also require assurances that whatever was exported would not be used to make a nuclear explosive, would be securely protected against theft, and would be transferred to a third party except on equally strict non-proliferation terms.

Mr. Arnold Allen of the U.K. Atomic Energy Authority, the British delegate, told the conference that Britain continued to attach the greatest possible importance to the non-proliferation Treaty as the "best available" means for preventing the spread of nuclear explosives.

But it recognised that some countries, although entirely opposed to nuclear proliferation, had strong political objections to terms of the NPT. The U.K. co-sponsored an attempt to persuade those countries to open their nuclear fuel factories to inspection by the agency.

In his opening address to the conference, reported yesterday, Sigvard Eklund, director-general of the IAEA, called upon nuclear exporting nations to make it an absolute condition of export that the receiving nation first accepted IAEA safeguards on its entire nuclear programme, and not just on the imports.

By accepting IAEA safeguards on the entire fuel cycle such countries could demonstrate commitment to non-proliferation and to the international safeguard system "without in any way prejudicing their views on the treaty," said Mr. Allen.

In urging this course, Britain was no less committed to the NPT but believed that it must seek "all pragmatic means of achieving an effective and universal non-proliferation regime." The necessary degree of trust would come if all countries accepted safeguards on their full fuel cycle.

Britain's offer to open its own nuclear fuel factories to IAEA inspectors was signed earlier this month, and the IAEA approved a similar offer by the U.S. last week.

Mr. Allen said that Britain had offered full co-operation with the IAEA study of multinational fuel cycle centres, an IAEA concept which was promoted enthusiastically by Dr. Henry Kissinger, the U.S. Secretary of State, as the answer to a proliferation of uranium enrichment and nuclear fuel reprocessing factories. But the idea "bristles with practical problems," Mr. Allen warned.

The U.K. position, as put at the series of meetings in London by the nuclear exporting nations, is that acceptance of full fuel cycle safeguards is the best practical control measure available against nuclear proliferation.

The U.S., which initiated the London talks early last year, is not opposed to this view but still believes that regional fuel cycle centres, under multinational ownership and IAEA inspection, and involving the exporting country as a full and permanent partner, would be a stronger safeguard against abuses.

In his address on behalf of the U.S. government, Dr. Robert Seamans, administrator of the Energy Research and Development Administration, said it had become increasingly apparent that the separation of plutonium from spent nuclear fuel could increase the risk of diversion to weapons programmes and terrorist activities. "This is why we are so strongly committed to pursuing safe alternatives to national fuel cycle capabilities."

A special study ordered by President Ford was examining how the management of spent fuel might be carried out internationally "so as to minimise the inherent risks and to maximise the potential benefits," said Dr. Seamans.

The U.S. had been guided by two closely related concerns—the desire to guard against destructive use of nuclear materials, and the desire "to assure all States seeking to enjoy the benefits of nuclear energy that their legitimate need for reliable and adequate sources of nuclear fuels will be fully met in the future."

New training contract with Saudi Arabia for IAL

The Civil Aviation Directorate in the Ministry of Defence in Saudi Arabia has awarded International Aeradio (IAL), the Southham-based aviation and communications services group, a £16m. contract for the development of technical manpower for the Kingdom's civil aviation industry.

The six-year contract involves the establishment and operation of a training centre in Jeddah where Saudi Arabian nationals will study electronics and engineering subjects associated with aviation technical services. A total of 230 students will be trained.

The establishment of the centre is the latest step in the Civil Aviation Directorate's programme of training Saudi nationals to undertake operation of the Kingdom's civil aviation technical facilities.

This new contract is an addition to IAL's current contract with the Civil Aviation Directorate for the implementation of its five-year aviation modernisation programme. The company was recently awarded a similar five-year contract by the Kingdom's Directorate of Meteorology to develop manpower and technical services.

£1.5m. Marconi-Lagos

The Nigerian Broadcasting Corporation (NBC) has ordered another £1.5m. worth of Marconi broadcast transmitters under the terms of contracts placed with the company by the Nigerian Broadcasting Corporation. The company was recently awarded a similar three vhf colour television trans-

BOTB to cut back export support

By Margaret Hughes

JUST a few months after the Duke of Edinburgh launched Britain's Export Year, the British Overseas Trade Board (BOTB) has decided to cut back by 25 per cent. the support which it gives British companies exhibiting overseas.

The BOTB says that this is the way in which it has agreed to respond to the Government's efforts to reduce manpower and expenditure. It is therefore informing the various trade associations, chambers of commerce and other exhibitor sponsors that "in broad terms the number of events officially supported next year—March, 1979—will be at a level which is 25 per cent. below that of the current year."

At the same time the minimum level of participants qualifying for support as a joint venture is to be raised from six to ten. In the current year the BOTB gave support to 5,440 companies at 273 overseas trade fairs in the first nine months of 1978.

The board claims that this measure is the best means of complying with the Government's pledge to reduce expenditure while having the minimum effect on Britain's export promotion programme.

But it is perhaps a surprising decision bearing in mind official forecasts that Britain's recovery from the current economic recession will be export led.

Immediate reaction from the London Chamber of Commerce, one of the chief sponsors of British participation at overseas trade fairs and exhibitions is that this is the time when the Government should be doing all it can to stimulate exports.

Although it appreciates the need for cutbacks, the chamber regards trade fairs as one of the more effective ways of encouraging companies to export.

Wide interest in British offshore equipment

BY RAY DAFTER, ENERGY CORRESPONDENT

THE BRITISH offshore supply will grow in importance in the industry will step up its export oil world," the spokesman added. It is a compliment to Britain's as trade missions from oil-producing countries assemble that China and Russia, among others, have recognised the growing reputation of U.K. companies which have had to provide equipment and facilities in some of the most inhospitable conditions in the world.

Russian and Chinese officials will be among the visitors particularly interested in the technology developed for deep water oil exploration and development.

Delegations from Japan, the Middle East, the Far East, New Zealand, the Eastern European countries will also be reviewing the expertise gained in the North Sea oil and gas venture. The exhibition organisers see the next four months to establish the potential hydrocarbon oil centre of the eastern hemisphere. The capital's importance had been emphasised by the recent Government decision to make the British National Oil Corporation a full commercial partner in all of the next offshore 63, 65, 66 and 67 of the country's continental shelf. The application has been made with technical know-how and experience, and a procurement centre (NAM), which will act as for business and finance, London operator.

\$30m. pulp investment

BY OUR OWN CORRESPONDENT

MONTREAL, Sept. 22.

CANADIAN International Paper machine trials utilising this pulp has announced plans to spend have proven that its papermaking \$30m. (about £18m.) to produce a new type of pulp at its 1,500-ton per day newsprint mill at plant is designed to produce more than 400 tons per day which will replace most of the pulp by CIP Research at its facilities at Hawkesbury and Gatineau, Quebec.

The new process was developed with the help of chemical fibre presently at Hawkesbury and Gatineau. The yield of this pulp is close to that of conventional groundwood, new plant is expected to be in operation by 1979.

One of its unique properties is the low energy consumption compared to other pulps of similar yield produced from wood chips or sawmill residues. Patent of the new process has been filed. Extensive pulp trials have expressed its willingness to been made at the Gatineau pilot license this process to other plant of CIP Research and paper companies.

Saldanha iron ore flow begins

BY RICHARD ROUSE

JOHANNESBURG, Sept. 22.

Q-DAY the 120,000-ton ore train which has largely financed development of a new mine to the Norwegian flag with berth in Saldanha Bay on South Africa's east coast and the first cargo of iron ore from the mines 500 miles inland at Sishen will be loaded aboard.

Exports by Iscor, the state-owned iron and steel producer, are planned to build up to 18m. tons per year by 1978 worth £250m. and capacity of the ore terminal is about 25m. tons.

The balance of the 10m. ton capacity will be made up over the next few years by private sector companies. One major contract is for the supply of 3m. tons per year by Associated Manganeses to U.S. Steel Corporation.

Over the next five years iron ore exports currently routed through Port Elizabeth will gradually be re-phased through Saldanha and with relatively minor expenditure Saldanha's capacity can be raised to 40m. tons per year.

Plans are still moving forward to activate the consortium which was formed some years ago to investigate the feasibility of a semi plant at Saldanha. This brought together Iscor, Voest of Austria, Klockner of West Germany, Italsider of Italy and the German-Dutch combine Esel.

Lack of availability of capital is the main problem at present as a semi plant with annual capacity of 10m. tons per year of iron ore would cost £130m. and would require a massive inflow of capital into the Republic which looks unlikely to materialise.

However if the political situation could be stabilised the semi plant would be an early candidate for revival. Against about R14 per ton for iron ore the semi in Iscor's estimation could be sold for R100 per ton. On this basis the plant would earn more than R300m. per year in foreign exchange over and above what is expected from iron ore deliveries.

Dumping charge denied

TOKYO, Sept. 22.

TOSHIHIKO YANO, director like dumping on European markets by Japan's built-bearing industry.

Commenting on Press reports of plans in the U.S. and Europe to curb imports from Japan, he said if other countries impose restraints on Japanese imports, then Japan would have to respond according to the rules of the General Agreement on Tariffs and Trade.

He was commenting in a press briefing on a report in which the German Chancellor, Herr Helmut Schmidt, said Germany will ask the EEC to act against what looks like dumping on European markets by Japan's built-bearing industry.

He was commenting in a press briefing on a report in which the German Chancellor, Herr Helmut Schmidt, said Germany will ask the EEC to act against what looks like dumping on European markets by Japan's built-bearing industry.

Swiss builders look abroad

BY JOHN WICKS

ZURICH, Sept. 22.

WITH CONTINUING sluggish demand and free capacities on the domestic construction market, Swiss building companies are expanding their activities abroad.

The Zurich-based organisation Gruppe der Schweizerischen Bauindustrie, to which is of the country's leading building companies belong, reports that in mid-1978 some 35 per cent. of its member undertakings orders on hand were from foreign customers, while foreign orders accounted for 32 per cent. of the new-order volume in the first half of the year. Owing to the long-term nature of most orders from abroad, however, only some 17 per cent. of the actual turnover was made up by foreign business in the first half.

Major areas of operation are African developing countries and the OPEC countries of the Middle East, with individual specialities also proving competitive in Europe and North and South America. The industry now hopes for growing participation in consortia responsible for turn-key projects and welcomes the proposed extension of the Swiss export-risk guarantee scheme.

Despite the opportunities offered by foreign markets, Swiss construction companies do not believe that the growing operations abroad can wholly compensate for the shrinking domestic market. The value of building projects this year in Switzerland is put by Government sources at Sw.Frs.20,165m., which means a drop of 10.3 per cent. on 1975 and as much as 27.4 per cent. on 1974 levels.

Both housing and industrial building volumes are well down this year and are not expected to pick up "for years to come" in the case of housing, and until at least 1978 with regard to industrial construction.

"We were looking for a flag-ship to establish the idea of U.S. real estate investment," Koenig said. In G. D. Hines interests the developer and manager of Pennzoil Place, Koenig said the Bank found a reputable and reliable partner.

The Bank Consortium, which includes Commerzbank A.G., Bayerische Vereinsbank and Warburg Paribas Becker Incorporated, purchased the 90 per cent. share of the complex for a total \$92.2m. Of the total, 45 per cent. or \$42m. was financed by the shares sold to German investors, and the remaining 55 per cent. by U.S. mortgages.

The consortium, in which Deutsche Bank holds an unspecified majority, formed the Deutsche Gesellschaft fuer Immobilienanlagen America MBH, for which the banks operate as managing partners. With their purchase of the shares, investors become silent partners in the silent company that owns 90 per cent. of the \$115m. structure.

G. D. Hines interests retains the remaining 20 per cent. and management responsibility for the building.

According to the prospectus, the building itself was fully rented before completion at the beginning of this year. About 60 per cent. of the leases fall between 15 and 25 years.

Deutsche Bank's Koenig told AP-Dow Jones that the interest of German investors in Pennzoil Place did not seem to represent any flight of capital from Germany. Rather, he said, it seemed more simply to be the interests of mature investors in diversifying their holdings in type and location.

The U.S., with its liberal politics and free flow of capital, represents a very favourable investment climate and is considered secure, he said.

The fund is a closed-end company so that future real estate investments would require separate incorporation. Koenig declined to say if Deutsche Bank was looking at any particular area in the U.S. for future investments.

When it became known that a European bank was in the market for an office building, Koenig said of their initial search, "we were offered everything from the Pennsylvania Railroad Buildings to very speculative investments." Rather, he said, several areas of the U.S. show economic potential. He cited the south, particularly Atlanta, as well as the auto belt, Chicago, and, he said, we should not forget New York despite its municipal problems.

SyFA Solves Stock Control Problems.



Can you check instantly any items of stock in any of your warehouses or outlets? If you can't you need the SyFA System from Computer Automation.

Fully flexible and versatile, SyFA requires no specialist computer knowledge before any overworked sales, production or stock control department is provided with quick and easy processing and instant information retrieval.

Low-cost SyFA systems have similar problem-solving capabilities in countless other applications, like accounting, personnel, brokerage, transport or reservations.

A typical system may start with only three or four terminals, each performing its own separate function simultaneously. As the need grows, so can SyFA: to provide stand-alone facilities and support for up to 24 terminals.

For more details, just ring Computer Automation, Commercial Systems Division on Rickmansworth (09237) 71211. SyFA—Computing power where it's needed.



Computer Automation

CAI Limited (Computer Automation), Hemel Hempstead, Hertfordshire, England. Rickmansworth WD3 2XD. Hemel Hempstead, Hertfordshire, England. Telephone: Rickmansworth (09237) 71211. Telex: 851-922654.

Wherever he goes the No.1 man has a car waiting.

Join the Hertz No.1 Club and so can you.



When you're a Hertz No.1 Man, you can have a car waiting for you in Europe or America wherever Hertz operate, whenever you ask for it.

All you do is phone the number at the bottom of the page before you leave, and when you arrive at the Hertz counter all you do is show your driver's licence and your credit card—and you're away.

No waiting for your form to be filled in. It's filled in for you before you arrive from information you give us when you join.

The car that's ready and waiting will be a Ford Escort, Granada or another fine car. Thoroughly cleaned, checked and serviced for as many miles of smooth, easy motoring as you'll ever want to do.

If it sounds easy, that's because it is. And that's why during the past three years, over one and a half million people throughout the world, have joined the Hertz No.1 Club.*

No introduction needed. Membership is free. And above all no waiting. So don't wait any longer. Get your application form now at any Hertz counter.

Or when you next rent a Hertz car, ask to be enrolled automatically.



*In Germany, the Hertz VIP Club.

Hertz No.1 Club

01-402 4242

PHONE, SIGN AND GO

HOME NEWS

Call for aid to store water on farms

A CALL for Government aid to enable landowners and farmers to store water on farms has been made by the Country Land-owners' Association.

Capital grants for water storage should be increased, the association says, and it recommends 100 per cent allowances on expenditure on farm reservoirs and borehole construction. It urges members to initiate co-operation between farmers for emergency supplies and that winter water storage plans should go ahead as soon as possible.

Businesses owe GLC £16m. rates

THE Greater London Council is owed nearly £16m. in rates due from businesses, it was disclosed yesterday.

Under present legislation, businesses may hold back half of rate rises pending appeal against increases.

The GLC has asked for powers to charge the businesses interest on the rates they withhold.

'Slave' warning over attitude to Russians

Despite the refusal of the Government to allow a Soviet warship to dock at Leth, the obvious deference to the Soviet Union and its allies in other matters resembles the Munich period in the 1930s, Mr. Neave said in St. Neots.

The crowning act of diplomatic obsequiousness occurred last week when Mr. Crosland received the Foreign Minister of a Soviet satellite, Czechoslovakia's Mr. Choupek, and at the same time refused to honour Polish prisoners of war brutally murdered at Katyn in the Soviet Union in 1940 while their country was our ally.

Canals plea

BRITAIN'S inland waterways should be allowed to contribute to the needs of the nation, Mr. Harry Grafton, chairman of the recently re-formed National Waterways Transport Association, said in London.

Too much

BRITAIN was grossly over-governed, said Lord Watkinson, president of the Confederation of British Industry.

Easy breathing

FEWER people end up in hospital with respiratory and cardiac diseases because London's clean air regulations have eliminated "non-smokers," the City Corporation claims.

£21m. courts

A £21m. CONTRACT for a courthouse complex in Liverpool due for completion in March, 1982, has been awarded to Tysons (Contractors).

Drive for cars

LIVERPOOL, losing £300,000 on its city centre car parks, is to spend £5,000 in a publicity campaign to attract more motorists.

Thomas Cook in holiday 'price guarantee' war

BY ARTHUR SANDLES

THOMAS COOK has entered the travel price guarantee war by fixing the charges of its package tours up to one year ahead for those who are prepared to pay in full when booking.

The company caused a stir in the industry last year by guaranteeing that it would refund within 24 hours any money paid by its retail clients for holidays by other tour operators which subsequently ceased trading.

Small retailers claimed this to be unfair competition because they, unlike Thomas Cook, did not have the Midland Bank as a parent.

The company is now taking the view that customers are more worried by the instability of the pound than they are about the viability of tour operating companies.

It, therefore, now joins market leaders Thomson Holidays and British Airways in offering a form of guarantee.

the detail differs from company to company.

"We have made a careful study of the financial risk involved for a company like ours," Mr. Ralph Kanter, managing director of Thomas Cook—the U.K. operating arm of the Thomas Cook group—said in London yesterday.

"As when we launched the 24-hour money-back guarantee scheme, we have no doubts about the viability of this new safeguard for the travelling public."

There will almost certainly be a measure of alarm among smaller tour operators now that the majors are all coming out with guarantee schemes.

Thomas Cook can balance their books as a result of the various fluctuations within the currency market and also by calculating the advantages of interest against devaluation.

Smaller companies have less flexibility and less financial muscle to finance such an

operation in the first place.

Thomas Cook, in common with other major tour operators, is predicting virtual stagnation in the package tour market for next summer as far as British tourists are concerned.

Most tour operators seem to agree that the market will be at best steady, and that it will possibly fall by some percentage points as a result of continued U.K. economic difficulties and the gradual decline in the value of the pound.

Thomson Holidays announced cuts of up to £20 on brochure prices in all holidays to the Costa Blanca, Majorca, Ibiza and Tunisia from October 4-31.

Under the end-of-summer "square deal" offer, clients select their destination from the brochure in the normal way—decide upon departure airport and date of travel—but leave Thomson to allocate the hotel.

Treasury eases business trips

BY MICHAEL BLANDEN

THE TREASURY has eased the exchange control rules to make life easier for businessmen travelling abroad.

From today, the limit on the amount of foreign exchange facilities which can be issued by authorised banks, tour operators and travel agents for business travel without prior Bank of England approval has been increased.

The amount is now £3,000 for

any one journey at a rate not exceeding £78 a day.

This compares with the limit of £2,000 and £40 a day which has been in force since the beginning of 1970. The change is a recognition of the increased cost of travel abroad as a result of inflation and the decline in the value of sterling.

It will help particularly when business visits abroad need to be made at very short notice.

Permission has normally been given for businessmen to exceed the limits when justified, but it has required specific application to the Bank and a consequent delay.

The change has been made to remove a "possible hindrance to British exporters." Described as a "minor relaxation in administrative practice," it is regarded as recognising the realities of hotel and other costs in the U.K.'s main overseas markets.

Lakes speed limit inquiry adjourns for a month

NEARLY ALL the evidence has now been heard in the three-lakes speed limit inquiry in the Lake District, which yesterday adjourned until October 20 when counsel will make their closing speeches.

By the time the inquiry is concluded, it will have sat for a total of four weeks and cost about £30,000.

The Lake District Special Planning Board is applying for by-laws to impose a 10 m.p.h. speed limit on Ullswater, Derwentwater and Conistone. Although there is a proviso to allow water skiing to continue for five years on Ullswater—a training ground of many of Britain's international skiers—the proposed by-laws would eventually ban water skiing from the three lakes altogether. This would leave only Windermere of the Lake District lakes available for the sport.

The planning Board is supported by the Countryside Commission, the Forestry Commission, the Wild Fowls Association, the Friends of the Lake District and a number of other nationalist and conservation bodies. The proposals are opposed by the British Water Ski Federation, the Northern Sports Council, the Ullswater Ski Club and a number of other water ski and sporting interests.

At the inquiry yesterday, Mr. Edmond Standen, chairman of

the water activities committee of the Northern Sports Council, said that the council did not believe that the solution was to prohibit water skiing. The only reasonable way of meeting existing demand for water skiing in the area was by zoning.

"The water resources within the Lake District National Park make a major contribution to the overall provision of water recreation in the region and these lakes should be included in an overall review of the use of resources."

The regional sports council wishes to see reasonable use of the available resources. It would appear unreasonable to prejudice developments by blanket by-laws at this time.

Mr. Standen added: "The council suggests that a positive attempt should be made to prepare an overall effective management plan, in accordance with the existing and future requirements of all active water sports."

Mr. Albert Walsh, north-west region national water ski coach, told the inquiry that if water skiers were forced to move to Windermere, there would be so much congestion that training could not be conducted to acceptable standards of safety, and the courses in the Lake District would have to be abandoned.

Shell chemicals exports up 29% in volume

FINANCIAL TIMES REPORTER

SHELL CHEMICALS UK, which last year lost £26m. on overall sales of £238m., made a small profit in the second quarter of 1976, as it did in the first, bringing the total for six months to £4.1m.

The second-quarter profit came out at £1.5m. after deducting £1.5m. to fund the company's pensions scheme for the half year.

Sales proceeds during the second quarter were up 20 per cent on the first, and overall sales tonnages up 13 per cent.

Export sales by volume increased by 29 per cent, and home sales by 9 per cent. Internationally, Shell group chemical sales rose by 20 per cent to £582m. and the company sees signs, it says, that recovery in the world's chemical industry is slowing.

Engineers agree to radical changes

By Kevin Done, Industrial Staff

TWO YEARS of disagreement among professional engineers about the way their central organisation, the Council of Engineering Institutions, should operate, were resolved yesterday when radical constitutional changes were accepted by the council's Board.

After the decision, the Institute of Electrical Engineers, one of the main member institutes, said that it would stay within the council.

The protracted dispute has concerned efforts by some of the major member institutions—the council represents a total of about 170,000 chartered engineers—to produce a single organisation which would give them a more powerful voice when dealing with the Government and, at the same time, develop a better public image of the engineers.

Previously, the council's Board consisted mainly of representatives of each of the 15 corporate bodies. The new arrangements will allow equal representation for individual chartered engineers elected in free national elections based on the single transferable vote.

Mr. Tony Dumpter, chairman of the council, said yesterday: "We can now shape the CIE into an organisation that can more fully reflect the vital role played by the professional engineering sector which produces the wealth."

The decision, in effect, produces a blueprint for the engineering profession which will enable the profession to shape the future of individual chartered engineers, as well as those of their professional institutions, to be given fuller consideration than has been possible before."

August sales of motorcycles up again

By Terry Dodsworth

MOTORCYCLE SALES were up once again last month adding further grounds for the hope that in 1976 they will beat last year's 16-year record.

The improvement was entirely due to sales of vehicles of more than 50cc—which rose from 24,753 in August last year to 27,104. Mopeds lost ground slightly, dropping from 14,162 to 14,123 this year.

The August figures cover the period immediately before the Motorcycle Show at Earls Court. After the show's satisfactory attendance, the industry is hoping that this month's sales will also show a further improvement on last year.

Birmingham home show

A SERIES of home shows will begin in October with the opening of the first Birmingham International Home Exhibition at the National Exhibition Centre.

Organised by Industrial and Trade Fairs and Birmingham Post and Mail Exhibitions it will last from October 14 to 30 and is supported by leading companies in furnishing, domestic equipment and home entertainment.

Industrial strategy comes before public—Callaghan

BY KENNETH GOODING IN BIRMINGHAM

THE GOVERNMENT is totally committed to the industrial strategy even if it meant that urgently needed public expenditure must suffer as a result of the switch of resources to the manufacturing sector, Mr. James Callaghan, the Prime Minister, said in Birmingham yesterday.

Speaking at the opening of MACH 76, the machine-tool exhibition at the National Exhibition Centre, he said that he recognised industry's need for more stable conditions to work in, and promised there would be no return to what he called "boom-and-bust policies."

Facing Blackpool

It was taken as significant that the Prime Minister should return to the theme of public expenditure only 51 days before the opening of the Labour Party conference at Blackpool.

The Government is sure to come under strong criticism there for its attitude towards Government spending, especially from the Left.

"I am no enemy of public expenditure," Mr. Callaghan said. "I have seen personally that there is much to do in Britain's towns and cities. But we must give priority to the manufacturing sector which produces the wealth."

The Government was "dedicated to the central economic task that faces this country—namely, the regeneration of Britain's industrial structure."

"Government, employers and trade unions, through the National Economic Development Office industrial strategy exercise, have put their hands to stopping the relative decline in our industrial performance over the past 30 years."

"The intention is to increase the output and exports of our manufacturing industries and to help to create the hundreds of thousands of new jobs in industry that will bring down unemployment from its present high level."

Export aims

In an oblique reference to the union calls for import controls, the Prime Minister said that the

Backlog of Bills faces Lords

BY PHILIP RAWSTORNE

THE HOUSE of Lords reassembles on Monday—a fortnight before the Commons—to deal with the heavy backlog of Government legislation.

With six major controversial Bills in the session's programme still to be completed, the "multi-over" period is likely to extend for six or seven weeks.

But Government business managers are confident that they will carry all the important legislation and that the new session of Parliament will be opened in mid-November, only slightly later than usual.

Strong resistance from Conservative peers will ensure, however, that the Lords will have to sit five days a week and probably through the night on several of the more contentious issues.

This trial of strength will centre mainly on the Bill in nationalised sections of the aircraft and shipbuilding industries, which is due to give a second reading in the Lords on Tuesday.

The Conservatives will try to remove ship-repairing companies from the Bill; restrict the Secretary of State's powers to direct the State corporations to enter other industrial and commercial activities; and broaden the Bill's industrial democracy provisions.

Lord Alton, the youngest member of the Government and now at the Northern Ireland Office, has been drafted into the Government team handling the legislation.

Another arduous struggle is expected on the Dock Work Regulation Bill, which reserves work for dockers within a five-mile radius of the port, and which will be given a second reading on Thursday next week.

Peers will also be engaged next week in four committee sessions on the Race Relations Bill and the legislation dealing with "tied farm cottages" also expected later to occupy several days of debate.

Shell and Esso nearer deal with State over North Sea

BY RAY DAFTER, ENERGY CORRESPONDENT

SHELL and Esso appear to have cleared the way for an agreement with BP and have discussed the implications with Mr. Wedgwood Benn.

It is believed that the two companies have dropped their opposition, in principle, to the Corporation having an option on 51 per cent of their production. Consequently, it is possible that a deal—regarded in the Government as a cornerstone of State oil policy—will be signed within the next few months.

Neither the Department of Energy nor the companies will comment on the progress of negotiations, although last week's statement by Mr. Anthony Wedgwood Benn, Energy Secretary, that recent talks had been "constructive" was indicative of the easier atmosphere between the companies and Government negotiators.

Throughout the negotiations, Shell and Esso have emphasised the importance of retaining the security of North Sea oil. The companies want the oil to feed into their international refining and marketing organisations.

They have said that it is essential for them to maintain a flexible flow of crude oil feedstock of varying types from different sources.

Consequently, it is possible that they will come to an agreement to buy back participation crude oil from the British National Oil Corporation, perhaps in exchange for crude oil from other sources.

In essence, this would mirror the arrangement now being negotiated with British Petroleum. It is known that Shell and Esso officials have studied the

increased output crude oil would steadily become more scarce.

Lord Kesteven, speaking after a Board meeting in Glasgow, predicted that the corporation would achieve profitability by 1979.

By 1980 he thought that the State body would have access to 60 per cent of North Sea production through equity and royalty agreements as well as the basic 51 per cent stake being negotiated in all "commercial" fields. Profits in the 1980s would be "quite substantial."

Household Oil of London said that its Kingsnorth Marine drilling company had been awarded a 12-month drilling contract by Mobil North Sea, for the semi-submersible rig Kingsnorth U.K. The contract is due to begin in January 1977 in the U.K. sector of the North Sea, based on Aberdeen.

Vauxhall Chevanne has 57 cu. ft. of load space

VAUXHALL'S successful Chevette hatchback car, which in the last 18 months has expanded its sales and estate versions was unveiled yesterday as a delivery van.

Called the Bedford Chevanne, it enters a market sector in which importers are making a growing challenge. This sector of the British industry has come

under increasing pressure from Japanese imports in particular during the past year.

The Chevanne, deriving its looks, handling and economy from the Chevette, offers 57 cubic feet of load space, cargo comfort for the driver, and an engine using two-litre petrol.

The recommended U.K. price of the Chevanne is £11,629 plus £130 VAT.

Only TWA flies a daily non-stop 747 to California.

Leaves London 13.05.
Non-stop to Los Angeles, arriving 16.10.
Continuing to San Francisco, arriving 18.45.
Call your travel agent, or TWA.

Nº1 across the Atlantic
TWA
TWA carries more scheduled passengers across the Atlantic than any other airline.

You are invited to apply for The Queen's Awards

The Queen's Awards for Export and Technology are given to those firms which show, irrespective of their size, the most outstanding achievements in increasing exports or in technological advancement.

To be eligible for the Awards, applicants must be UK-based producers of goods or providers of services.

If you would like your company to be considered, please fill in your name and address below and send this to The Secretary, The Queen's Awards Office, Williams National House, 11-13 Holborn Viaduct, London EC1A 1EL. Telephone no. 01-222 2277.

Application forms giving full details about eligibility will then be sent to you.

Please indicate whether your application will be in respect of exports or technology or both.

Name _____ Name of Company _____

Address _____ FT/3

Exports/Technology/Both. Delete where appropriate.

The closing date for return of applications is 31 October, 1976.

Clergyman 'presided at Scottish extremist meeting'

A CHURCH MINISTER presided over a meeting of Scottish extremists at which anyone who "felt unable to blow up a hospital, if necessary, they should leave the meeting," a self-confessed one-time Scottish extremist told the jury at Edinburgh High Court yesterday.

He said that the meeting was in an Edinburgh hotel, and an organisation known as the "A.P.G." was formed.

David Sharkey, 27, said about two dozen people were present. Mr. Sharkey was giving evidence on the opening day of the trial of five men accused of plotting to further the aims of an organisation known variously as "The 100 Organisation," the "A.P.G.," the "Order Clan" and the "Tartan Army."

The men are charged with doing this by theft and by explosions at electricity lines and pylons, oil pipelines and broadcasting premises.

The five are Gerard McGuigan, 42, of Fort William; Donald Currie, 34, of Menstrie; Clackmannan; Euan MacPherson, 20, a prisoner; Hamish Henderson, 36, of Bishopston, Renfrewshire; and Robert Anderson, 33, of Dollar, Clackmannan.

Each also faces explosives charges. Four, McGuigan, Currie, Henderson and Anderson, are accused of stealing the Wallace Sword from its shrine at the Wallace Monument, Stirling, in May, 1972.

All five pleaded not guilty. Mr. Sharkey told the court that he was serving a ten-year sentence for stabbing a man.

After meeting Anderson through a man who sold him newspapers, he was invited one night by Anderson to a meeting at an Edinburgh hotel.

People there included Henderson, Currie, McGuigan and

Anderson. In the chair was Rev. George Witherspoon.

Henderson made a speech. "He addressed the meeting saying that those present who did not think they should involve themselves in subversive activities should leave."

"The example he gave was that if there was any person who felt they could not, or it was impossible, to blow up a hospital, if necessary, they should leave the meeting. Quite a number of people left."

Among those who stayed were the four accused and the minister of religion.

There was a brief discussion that as of then an organisation known as the APG had been established, and that was it.

They adjourned to the bar and then went to Anderson's house. Mr. Sharkey told the court that Anderson later taught him how to make explosives by mixing sugar and weed killer in a container and detonating them.

He stole eight fire extinguishers to make bombs, and these were taken to a place in the Ochil Hills. Five were lost when a road was cut through the woods where they were hidden.

Two weeks later he, Anderson, Currie and McGuigan tested bombs made in his garage. There was a stream with an overhanging boulder and a small cave under it. He placed the bomb and lit two fuses. Two minutes later there was an "enormous explosion" and the boulder disintegrated.

On the Wallace Sword, Mr. Sharkey said he had it in 1972 and kept it in his car. It was decided at a meeting in Stirling that they should return it, and he placed the sword on a wall of public buildings in Stirling, with a sign on it saying: "With the compliments of the APG."

10.15

**Can you name
the major
construction company
that achieved
record profits in 1975
for the 9th
consecutive year with
a turnover
of £411 million?**

Tarmac

Diversity of activity achieved these results.
Over 27,500 people work for Tarmac in the
United Kingdom and overseas, in contracting, in the
manufacture and supply of building materials and
in the utilisation of natural resources.

It's this balance of experience and assets in
all sectors that gives us our unique strength in the
construction industry.

**Probably the most soundly based international
construction company in Western Europe.**

Tarmac Limited, Ettingshall, Wolverhampton WV4 6JP. Telephone: Bilston (0902) 4101.

501010

ARTISER'S ANNOUNCEMENT

We'll take more care of you

15

British airways ANNOUNCE

Thursday, September 23, 1976



Follow the leader to the booming USA

MORE AND MORE TO AMERICA

MORE and more businessmen are going to booming markets of America. Figures from the United States show that Britons travelling there for business from January to May increased by nearly a third over the same period last year.

September route report NORTH AMERICA

There are two reasons for this: The economy of the United States is moving into the upswing and prices have predicted. The prices of British exports are more competitive because of the fall in the value of the £ against the dollar.

British Airways attracted a lot of the increased bookings. Between January and May, the airline sold, in the UK, 5 per cent more tickets to the US than in the same period last year. And there are more and more reasons why British Airways is chosen by more travellers than any other airline between UK and USA. These are some of them:

British Airways is the only airline to operate Concorde from London.

British Airways is the only scheduled carrier to offer an advanced Booking Charter programme on these routes this winter. Although these are filling up quickly there are Poundstretchers low is available on all scheduled services.

Direct flights to eight important business centres in the United States — New York, Washington, Chicago, Detroit, Los Angeles, Miami, and Philadelphia — and two in Canada — Toronto and Montreal.

Many of the flights are in the comfortable, wide-bodied Boeing 747.

For people in the North, there are direct flights to New York, Toronto and Montreal from Manchester and Prestwick.

Rapid connections to other parts of the United States and Canada are available at the gateway airports. In particular, British Airways has a series of connecting services with US airlines. In this programme, which is called Link-Up, passengers go on without delay to Houston and Tampa from Miami, to New Orleans from Washington, and to San Francisco and Dallas from Chicago. The high-frequency Miami flights connect with services to Latin America.

Boost for Concorde

CONCORDE will be flying to Washington from Heathrow three times a week from October 5 — every Tuesday, Thursday and Saturday. The decision to introduce the new jet reflects the success of Concorde on the transatlantic route. Concorde links the two capitals in under four hours — against the seven hours taken by subsonic jets.

It's great for holidays, too

PEOPLE who would like to holiday in the United States should start with Sovereign Holidays. For example: NEW YORK. Seven nights at the Lexington, three blocks from Fifth Avenue, from £225.

MIAMI. Fourteen days at the Versailles, a modern hotel right on the beach overlooking the Atlantic, from £365.



FLYING THE FLAG... The first long-range Boeing 747 with Rolls-Royce RB211-524 engines rolls out at Everett Field on the U.S. West Coast. Next year this aircraft and another will join the British Airways fleet of wide-bodied aircraft currently operating most of the airline's routes to North America as well as other long-haul destinations. The new aircraft

will fly first on the London-Johannesburg route, initially calling at Nairobi, but later flying non-stop.

The aircraft in the picture had its maiden flight on September 3, and is now undergoing extensive trials. In all, British Airways will take delivery of six of the aircraft before the end of 1978.

Make an escape with Skypak

A NEW programme of Skypak Holidaybreaks in Britain and Ireland has been introduced by British Airways.

They are specially designed to help all those people who want to get away from it all — but not too far away — for a short winter or spring holiday.

The Holidaybreaks start from 18 different airports in the United Kingdom.

For Winter and Spring there is a choice of island holidays — on Jersey, Guernsey, the Isles of Scilly and the Isle of Man — city sightseeing breaks in London or Dublin, or winter sports in the Scottish Highlands.

Advantage

For summer there are Holidaybreaks in the Channel Islands or the Isle of Man and these have the added advantage of a guarantee of no price increase if booked before February 1 next year.

All Holidaybreaks include return scheduled flights by British Airways, self-drive car or airport transfers, hotel accommodation and meals ranging from breakfast only to full board.

Or fly to sunshine islands

SOVEREIGN Holidays by British Airways has introduced an Autumn and Spring programme featuring a wide range of holidays in Bermuda, the Bahamas and the Caribbean.

The "bright spots" featured in the winter brochure include hotels throughout the islands, and prices start at £258 for seven nights in Bermuda.

Self-catering apartment holidays are also available, and include 14 and 21 night stays in Barbados from £310, Antigua from £265 and St. Lucia from £279.

Sovereign, of course, uses only scheduled services to the Caribbean.

It's good business...

IT'S always good business to save money — even when planning a holiday.

For this reason, Sovereign and Enterprise holidays by British Airways are guaranteeing that people will pay only the brochure price if they book before February 1.

Enterprise has a second money-saving idea for holidays in Europe. A £5 discount per person will be given on a selection of holidays booked before October 5.

Travel agents have full details.

Business will be booming in East Europe

NEW five-year plans introduced this year by all of the eastern European countries offer immense new business opportunities for British executives.

British Airways is ready for this boom with 22 flights each week from London to the capital cities of these countries — while

offering a gateway to the German Democratic Republic through 21 flights each week to Berlin. The Soviet Union, in particular, offers excellent opportunities for British exporters, with much of the £1,000million trade credit given to that country by Britain last year still to be used.

Advances

Almost all of the eastern European countries are seeking "joint-venture" agreements with Western companies which can offer technology advances.

The overall British Airways programme to this part of the world this winter will include: five flights each week to Moscow, four to Warsaw and Zagreb/Belgrade, three to Prague and Budapest, and two to Sofia/Bucharest.

From November 1, all these services will depart from Heathrow between 9.40 a.m. and 11.15. These times will be convenient for executives in the South-East and those connecting from Inter-Britain flights.

Announce Reporter

First-class service will be offered on all flights to Moscow, Warsaw, Budapest, Sofia and Bucharest. There will be daily flights direct to Leipzig from March 12 to 20 for the spring fair.

Sovereign Holidays city-centre packages are available to Moscow/Leningrad, Prague, Budapest, and Berlin.

British Airways has just published a "Businessmen's Guide to East European Cities," obtainable from Business Travel, Department EE, British Airways, PO Box 115, London, SW7 4ED.

Reunion clubs formed for USA and Canada

MILLIONS of Britons have relatives and friends in America and Canada — and this month two new clubs have been formed by British Airways to help them make reunion journeys without fuss and without worry.

The American Reunion Club and the Canadian Reunion Club are open to all United Kingdom residents with relatives or friends in those two countries. Young people are particularly welcome as members.

The clubs offer many important advantages.

Members will be given up-to-date information on the cheapest approved fares. They will be able to get help obtaining visas and expert advice from club officials on travel throughout the two countries.

An attractive finance scheme for buying fares is offered to members. It will include a special savings plan, and it is particularly designed to help young people.

The clubs also offer an excellent comprehensive travel insurance scheme.

Group flights for club members will be arranged, and staff will be on hand to help all members on departure and arrival at Heathrow, Manchester and Prestwick airports.

Eight-page newsletters will



The first to fly... American Reunion Club member Mrs Alice Ayres collects her tickets in Dereham, Norfolk, for a visit to her daughter in Philadelphia.

be sent out free by both clubs four times a year. They will include travel articles, competitions and special offers.

These offers start with the launch of the clubs. They include preferential car-hire rates for travel to British airports and for travel in America and Canada. Bargain rates at hotels in both countries, and special bus and coach rates in the United States are also available.

All this is given for a founder membership fee of just £1. But the greatest advantage

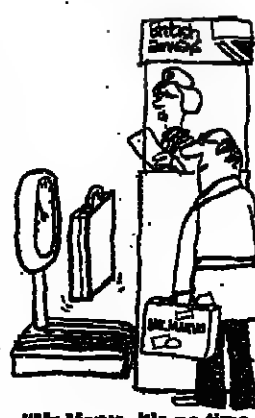
of flying with the two British Airways clubs is... the British Airways flights.

The airline flies direct from London to nine American cities, and direct from Manchester and Prestwick to New York. Canada has direct flights to Toronto and Montreal from Heathrow, Manchester and Prestwick.

How do you join the clubs? Full details can be obtained from travel agents or by writing to the clubs at 156 Cromwell Road, London SW7 4ED.

For reservations and further details, see your local travel agent or British Airways shop.

CARTOON BY ROSS



"Mr. Marvel, it's no time for leaving"

When success smells even sweeter

BY RHY'S DAVID

TWO BRITISH companies have proved to be highly successful in what is probably the least-known sector of the chemical industry. They are Proprietary Perfumes (PPL) and Bush Boake Allen (BBA), both of which join in the period of intense international competition occurring before any new toiletry or soap is launched.

As the main elements in many soaps, after-shave lotions and household goods are often not very different from manufacturer to manufacturer, the company has to rely largely in a very crowded market on the scent of the product, and thus on the services of a handful of major perfumery concerns, among them PPL and BBA.

Perhaps surprisingly, the women's perfume market is now only a small part of the total world scent business and the big names in the wider field tend not to be the French companies whose products are found in airport off-duty shops and expensive stores. Toiletries, soaps and other household products now represent the main market for the producers of scents, and it is here that the U.K. companies have managed to win a substantial share.

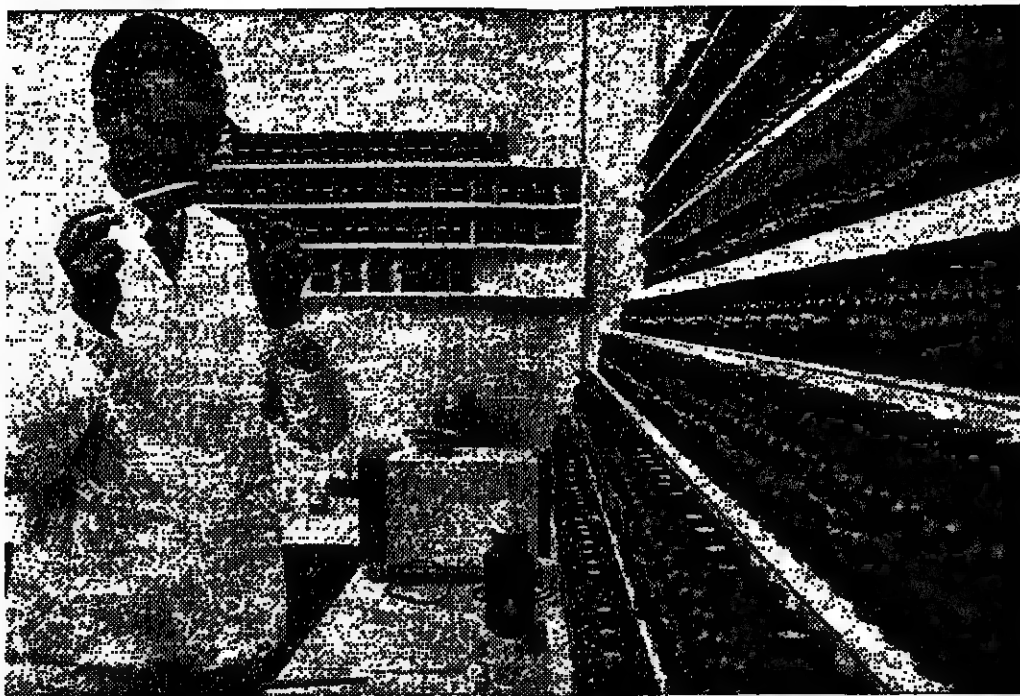
Broader front

In only 10 years PPL has established itself alongside the U.S., Swiss and Dutch groups which have traditionally been the main suppliers of perfume for use by the manufacturers

of other products, and is now usually to be found competing whenever a major contract to supply a new fragrance is being let. Among its recent successes PPL has helped to take Shield, a newly-launched deodorant soap, to a leading position in the U.K. bar soap market.

BBA, part of Albright and Wilson, itself a major supplier of detergent materials to the big soap groups, has been similarly successful working across a somewhat broader front. Like PPL, BBA is in the business of creating new scents from a variety of substances, natural and synthetic, but it also has an extensive franchise business selling its own perfumes wholesale to local bottling agents throughout the Middle East and North Africa. The company has recently signed a £500,000 deal with the State perfumery in the Sudan, one of the most perfume-conscious markets in the world.

Like some of the other major houses, BBA also manufactures flavours for use in food and drinks. The scent business on its own, however, is now estimated at around £520m. a year worldwide, and it was its size and growth prospects which led to the setting up of PPL in the 1960s. The company had been a division within Unilever, supplying scents for its massive soaps business, but it was realised that much greater opportunities could be opened up if PPL were free to bid for business from



A master perfumer selects his ingredients.

rival soap manufacturers as according to a recent set of the company one of the Queen's annual Awards to Industry.

A major element in the growth of both the U.K. companies, however, has been success in the biggest market of all for perfume, the U.S. "We are actively developing our business in the U.S. because of the sheer size of the opportunity for perfumery compound, and because so many international toiletries businesses are based in the

U.S." Mr. Gerald Landers, PPL's marketing director points out. The rapid growth in U.S. toiletries over the past ten years has been followed by expansion overseas, but it is still very often the U.S. parent which decides the scents to be used by its manufacturing subsidiaries around the world.

PPL can now count among its customers Johnson and Johnson of the U.S. which is using some of the company's scents in a number of its international lines, and Vick Products, another major U.S. concern. PPL sees the need, however, to get even closer to the big U.S. groups including the local manufacturers serving only the American market, and the company is now building up its U.S. subsidiary in a bid to expand its market share.

BBA also has a U.S. subsidiary but although the bulk of the company's business is in the supply of scents to manufacturers of other products, it has also seen rapid development in recent years of its franchise business. BBA's consumer range of perfumery is marketed in the Middle East and North Africa under such evocative names as Hint-el-Sudan, Devotion, Mitra, Ball, Hal and Karina, usually through an arrangement with a local importer.

The company now has franchise arrangements where it can offer its customers a package consisting of scents, technical expertise, development work

and packaging materials—with Senegal, Sierra Leone, Zaire, Zambia, Malawi, Kenya and the Sudan, as well as its own factories in Nigeria and Ghana.

Keeping up with the leaders in a business where the customer can vary from an American soap producer willing to spend millions of dollars producing a product to a State perfumery in Africa means marrying advanced techniques with marketing skills.

Perfume manufacture is now able to use in its processes products of the chemical industry, and BBA itself has a major plant at Widnes manufacturing many of the aromatic and other chemicals used by compounders. The industry is still very dependent, however, on essential oils from all over the world, such as bergamot from Sicily, coriander from Russia, cedar and pepper from the U.S., civet—an animal product used as a fixative from Africa and jasmine from France. The Far East and South America are also important sources of oils.

The perfume industry has to understand the nature of these essential items, some of which contain as many as 150 ingredients, and this is done through the use of an instant analysis system—a linked gas chromatograph and mass spectrometer which in a matter of minutes can separate and help identify constituent parts. The information from the mass spectrometer is fed into a computer which is programmed to process the information and present it in a form the analyst can study.

For some natural products—many of which are not in sufficient supply to meet demand—the industry can now make substitutes and these can have the additional advantage of not being subject to year by year fluctuations as a result of changes in climate. The problem for the industry, however, is that it is often the faint traces, present only in a few parts per million and incapable of being reproduced, which make a scent special.

The market

These analytic skills have to be backed by a knowledge of what is wanted in the market place. Some obvious rules can be followed—for example a furniture polish will have to smell as though it is doing the furniture good, while it is evoking the smells of childhood.

Similarly important that a baby powder should smell delicate and a toilet cleaner should not. In a toilet soap a smell which seeps through the packet, stays on the hands after washing lasts through the bar and disguises other odours is needed, whereas in a detergent a smell that lasts in the bowl but not on the dishes is required.

Other information can only be gathered from visits to different customers by executives—gauging local likes and dislikes and by market research surveys. In some markets a fragrance can be considered mainly an after-shave in others not—a mistake a manufacturer of after-shave will want to make.

"Though we do not sell directly to the consumer the company must be involved in market-place reaction to perfumed products. We carry out tests with consumers in many countries in which perfume are incorporated in actual finished products, as only in this way can consumer reaction be accurately gauged and perfume offered which will support manufacturers' brands," says Mr. David Hitchings, PPL marketing manager.

Natural

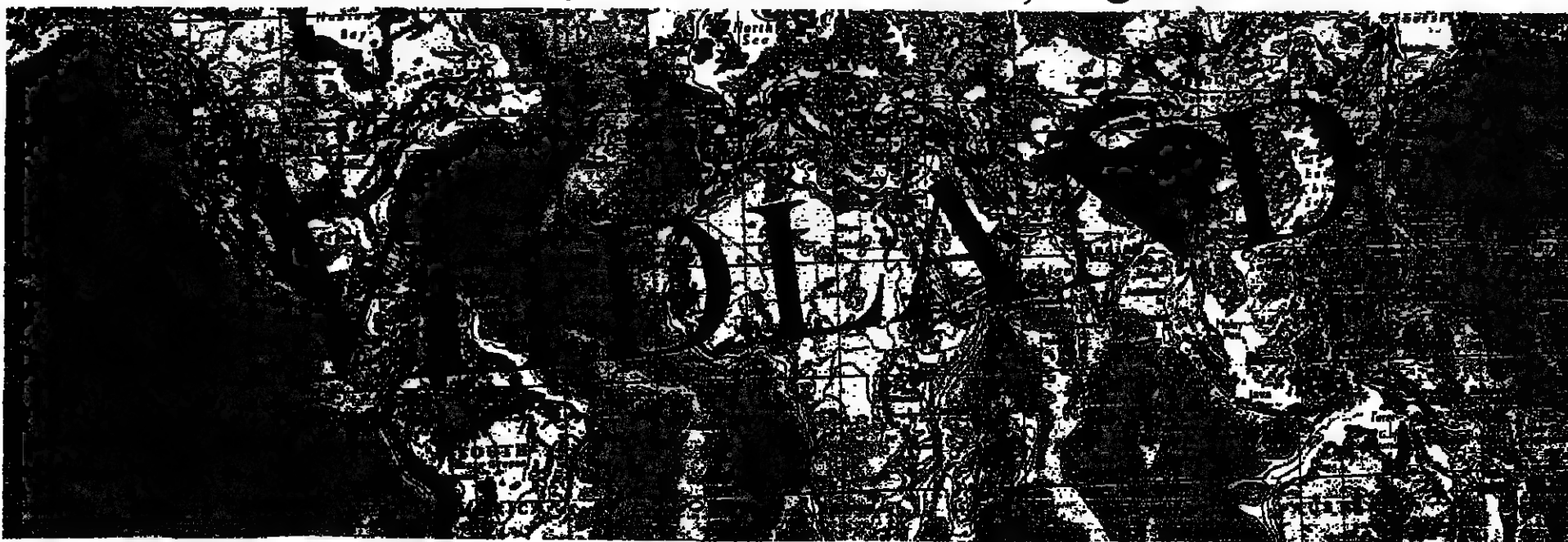
But once information of the kind has been gathered, much will depend on the ability of the perfumery team to produce a scent which will be attractive to the major producers of toiletries and help sell the goods. The chief perfumer has some 3,000 substances, natural and synthetic, to choose from, building up a new scent ultimately only his nose to guide him. The process of compounding from the tanks in which the various oils and chemicals are stored also takes skill because the importance of mixing the ingredients in exactly the right order. It is a job where it can take as long as five years to become proficient.

It is a business, too, which is surprisingly subject to fashion. The trend toward the use of natural material in clothing and other products means providing them with suitable smell, and the perfume industry has had to concoct on to match the "nostalgia boom" and the products that have emerged with it. In this case the industry's answer has been a return to sweeter fragrance furniture good, while it is evoking the smells of childhood.

We deliver.

Export finance: We cut red tape to a minimum. Give you a prompt yes or no on whatever you require. And besides providing finance to U.K. exporters under E.C.G.D. schemes, we also supply finance direct to overseas buyers of capital goods and services.

TEST US: Contact Brian Shepherd, our senior executive in charge of Export finance. Tel. London 606 9944, ext. 4368, telex 888401 or write, Midland Bank Limited, International Division, 60 Gracechurch Street, London EC3P 3BN, England.



Midland Bank International  Delivers.

مركز من الأصول

APPOINTMENTS

Campbell Adamson becomes member of Renold Board

Sir Campbell Adamson, director-general of the Confederation of British Industry from 1969 until June this year, has been appointed an additional director on the Board of RENOLD.

Mr. H. N. Sparrow has retired as a director of the HAMRO TRUST. He joined the Board in 1955. Mr. J. D. Hambro has been appointed to the Board to fill the vacancy. He is the third son of Mr. Joseph Hambro, chairman of Hambros Limited and of Hambros Trust.

Mr. T. J. East, works manager, has been appointed to the Board of BERROW'S NEWSPAPERS.

Phillips Petroleum Company Europe-Africa has made the following staff changes. Mr. D. Goering, general manager of Phillips Petroleum Company Norway, has been elected president of the company in succession to Mr. C. P. Kaiser, who is moving to London to take up a new appointment. Mr. A. O. Hume, a vice-president of Phillips Petroleum Company Norway, has been elected a director. With effect from October 1 he will take charge of the Oslo office, with responsibility to Mr. Goering. Mr. T. J. John, operations manager for the Ekofisk field, has been elected a vice-president of Phillips Petroleum Company Norway. Mr. Kaiser has been made manager of a newly-formed European exploration office. Mr. J. K. Carlisle will be chief geologist for the European office and Mr. W. P. Woodward will be chief geophysicist. Mr. C. E. Haddock, formerly manager of Phillips Petroleum Company Ghana, has become manager of a newly-formed African exploration office, based in London. Mr. J. M. Starke is to be chief geologist for the African office and Mr. C. C. Bratt will be chief geophysicist. Mr. R. J. Miley and Mr. A. E. Bennett have been appointed exploration representatives in Madrid, Spain and Rabat, Morocco, respectively.

Mr. Robert Marshall and Mrs. Valerie Marshall have been appointed part-time members of the Monopolies and Mergers Commission. Mr. Marshall is principal of the Co-operative College and chief education officer of the Co-operative Union. Mrs. V. Marshall has been financial controller, Finance for Industry, mostly in Scotland, since 1969.

Mrs. L. D. Thompson has become group chairman of the BLACKPOOL PLEASURE BEACH COMPANY. Mr. Geoffrey Thompson has been made group managing director and Mr. Charles Barrett, a group director. Mr. Roger Wilecock has been appointed commercial manager of the company and also a director of Morecambe Pleasure Park and Mr. Hotchkiss Patents and Investments. Mr. Frank Wright is now a director of South Shore Con-

struction and Mr. C. Wren Hiltz is secretary and chief accountant of all group companies.

The changes follow the death of Mr. Leonard Thompson, who was chairman and managing director.

Mr. Peter Simpson has been appointed a director of ASTARI AND CO. He has been with the company 11 years and has been manager of the investment department for the past 6 years.

Mr. P. D. Silvester has been appointed a director of BROOKS BOND LIEBIG. He will be the executive director responsible for the group's operations on the continent of Europe and in North America.

Mr. Harold G. Enefer is resigning as director of DENNIS MOTORS and will be heading the parts and service divisions. Mr. Roland Hutchings rejoins the company as municipal and commercial U.K. sales manager. Bob Deuch, who has been director of bus sales and Mr. Roger Heard is resigning as his assistant. The company is a member of the Hestair Group.

Air Marshal Sir Charles Pringle has joined the Board of HUNTING ENGINEERING, a defence contractor to the Government, and one of the principal engineering companies within the Hunting Group. Sir Charles, who retired from the Royal Air Force in 1975, became head of the engineering branch and controller of the group in 1973. He joins the Hunting Engineering Board in a non-executive capacity. Sir Charles is also an executive of Rolls-Royce (1971) and is chairman of the Council of Engineering Institutions.

Mr. L. A. Reeson has been appointed to the Board of PETERBOROUGH MOTORS and will be the director responsible for commercial vehicle operations.

Mr. Richard A. Riley has been elected chairman of the FIRESTONE TIRE AND RUBBER COMPANY of the U.S. to succeed Mr. Raymond C. Firestone who retires at the end of this month. Mr. Mario A. DiFede will become president in place of Mr. Riley who will continue as chief executive officer.

Mr. A. J. Goodfellow, on reaching the age of retirement, will resign from the Board of CARLESS EXPLORATION on October 31 but will be retained as a consultant. He will remain a director of the parent company. Mr. Charles Capel and Leonard, in a non-executive capacity. Mr. John Leonard will be appointed managing director of Carless Exploration from November 1 and Mr. W. W. E. Montgomery has been invited to join the Board from that date.

Second sex

have to say that of *An Englishman's Boy*, the first of Derriman's *Briefs* (published on 12th March), is a gem. Derriman, which I have read. For me it was a real discovery. It is a genuine original—that is, like himself, not like a pastiche or yesterday's avant garde. It is just as funnily, as intelligent about trendy fatuities, as the admirable Malcolm Bradbury, but in his own fashion, tolerant of worldly enjoyments. The picture of the world is not too far from the novel is complicated and highly improbable, but it is a proof of his remarkable freshness that it allows it whole. He is a writer of the same quality and imagination which is rare. He is also intelligent and decently natured. A treat.

BY DAVID BUCHAN

White House. This book is cast much wider than the Watergate posteriors, though that is the most interesting part. Mr. Richardson allows his views at length on everything from computer data to community development and job satisfaction, and shows himself to be well read and well informed on the process. The net is perhaps cast too wide. But Mr. Richardson is a curious creature on the American political scene. A Republican who actually likes Washington and welcomes strong federal government, and many of his views are worth reading.

1976	1975

	1976			1975		
	Aug.	July	Jan.	Aug.	July	Jan.
ie and Industry	2,331	2,483	2,212	1,875	1,756	1,756
urts for (\$bn.)	2,040	1,955	1,929	1,492	1,515	1,515
orts for (\$bn.)	0.281	0.524	0.282	0.401	0.266	0.266
ble trade balance (\$bn.)						
4, weekly average '000	374.8	367.1	425.5	383.7	287.1	287.1

	June	May	Jan.	June	Jan.
ery (1970=100)**	81	88	86.6	112	10
3-made fibres (m. kgs)†	51.78	52.57	52.8	47.0	46.3
etric cookers ('000s)†	70.6	105.7	75.5	63.2	74.
shing machines ('000s)†	107.8	58.4	68.0	58.5	89.
roleum (m. tonnes)†	5.835	6.020	6.905	5.680	7.0

	May	Apr.	May	May	Ma
Wool (in kilos) 1/2	10.2	10.4	10.3	9.3	9.
	Apr.	Mar.	Jan.	Apr.	Jan.

	1976		1975		
	2nd qtr.	1st qtr.	2nd qtr.	1st qtr.	Year
Consumer spending (Bn.					
1970 values)	\$875g	\$812	\$839	\$941	3541

Deliveries, U.K. made and imported sets. b From May, 1977.
wards new basis of calculation refers to advances to U.K. public
and private sector. Historic figures on new basis not available
Prices, f Including cooker grillers toasters. c Value of output
United Kingdom not seasonally adjusted. g First preliminary
imate. p Provisional figures.

This Nutrition Business by Job

Anecdotes such as this help to make this valuable book very easy and entertaining reading. The author's aim is to answer simple terms all the usual questions people ask about the food they should or should not eat. After several explanatory chapters on the rôle played by carbohydrates, fats, proteins and vitamins, etc. in the human organism, he gently explodes a variety of myths concerning "health" foods, so-called "natural" foods and other popular and profitable legends or facts. With tactful candour Yudkin also demonstrates that

- fallacies to be found in the regular cholesterol obsession

It is another strength of Gadda's *Servant's* book that she strives to separate truth from a false notion, and sets down in calm but horrible detail the record of the Mafia in Sicily in terms of murder.

ne ders. kidnappings, extortion
on, and other forms of racketeering

If there is one person who is depicted as the villain of the book it is the prime minister, Reynaud's mistress, the Comtesse de Portes. She finally persuaded him not to authorize the establishment of a redoubt in Brittany and she it was who got wind of the suggested Anglo-French union so that the defeatist elements were forewarned and able to treat the proposal with derision.

ALLAN TODD

BY MARTIN SEYMOUR-SMITH

selfishness: but "A Nice Way to Go" is an almost intolerably moving story of a defeated and a man who discovers a final affirmation. And "Brothers," the last story set in Japan which ends the book, is an astonishing vivid evocation of a sponging driver, a "dust-choked cistern" who lives agonised on the edge of an unknown redemption of his

without being afraid of socialism. He builds a temple in the most anti-semitic terrace he can find. But he has a secret—the source of his wealth—which in the end destroys him.

This is by no means a light novel, but it does not carry the weight of its important theme. One would prefer to see the author return to the more human



BY GEORGE MALCOLM THOMSON

Up and d

What seems certain is that in September 1918, two months after the supposed Ekaterinburg massacre, the Germans were still bargaining with the Moscow government for the release of the Tsar's wife and daughter.

where she was recognized by fellow-patients as the Grand Duchess Tatiana. This patient had seen members of the Russian imperial family when she was living in Moscow. Later "Anna" told Baron Arthur v. Kleist that she was the Grand Duchess Anastasia, sole survivor of the Ekaterinburg massacre. Incidentally, she did not speak

BY JOHN DUNSTAN

oxygen safeguards at 27,000 ft.,
but rickety outward-leaning ran-
no (surely) one of the greater
o- "leads" in climbing history)
e until the final assault on the
e Upper Snow Field took four
e climbers to the top of the world.
D From the summit, Doug Scott
D and Dougal Haston see Evere-

THE COMMON

Receive a FREE COPY of *Adversity* from us for details of the famous story how other people made their fortune and how to make yours.

From Dept. ICad, Company Direct

ON MILLIONAIRE"
 Seller's best-selling book simply by writing
 Company Director's Letter. The book tells
 nes. Month by month, the Letter tells you
 ar's Letter, 13 Golden Sq., London, WY

FREE BOOK OFFER!

"THE COMMON MILLIONAIRE"

Receive a FREE COPY of Robert Heller's best-selling book simply by writing

to us for details of the famous Company Director's Letter. The book tells how other people made their fortunes. Month by month, the Letter tells you how to make yours.

From Dept. SCAD, Company Director's Letter, 13 Golden Sq., London, W1

THE JOBS COLUMN

How to get to the top—from the horse's mouth

BY MICHAEL DIXON

"MOST chief executives say they want independent-minded managers," observed Nick Cowan, personnel director of Philips Electrical, with a slow smile. "But they don't all mean the same thing. My favourite is the one who added that every man in his organisation was expected to say what he thought, even if it cost him his job."

Mr. Cowan was amplifying a comment he had made some seconds earlier. It was that in the high ranks of big business management, to have been sacked from a company is not necessarily a handicap. To others with different managerial attitudes, it can be a positive recommendation. And the reason why he was saying such things was that the Jobs Column, to mark its first Thursday-morning appearance, was inquiring into a question which must lie in the minds of aspiring executives everywhere. How do the personnel experts at the top of industry choose between candidates for other jobs in the senior ranks?

Six of them kindly agreed to

reply. From industrial groups, as well as Nick Cowan, they were Trevor Owen of ICI, Terence Kenny of British Printing Corporation, and another highly regarded man who does not like being named in print. From recruitment consultancies, they were Eric Platt, managing director of MSL's selection company, and Philip Egerton of Inbucan.

By request, all started from the assumption that the company was recruiting from outside its own workforce, and that the process of selection was in its final stages of interview. Here Mr. Cowan made the point that since top business jobs seem to be filled increasingly by head-hunting, rather than by advertising, it would not be a bad idea for ambitious managers to make themselves noticeable to the hunters by serving on industry and professional committees, writing articles in appropriate publications or even with certain provisos as to context — getting themselves written about by journalists.

At least one of the other personnel chiefs would not disagree. But all were emphatic about a couple of points which they thought seemed self-evident, but all too often inadequately appreciated.

The first is that, at senior level, it is more than usually stupid for either candidate or interviewer to set out to trick the other into anything. "It is in nobody's interests to land somebody in the wrong job, and the Employment Protection Bill has not made any difference to this," I was told repeatedly.

"And since the odds against a perfect match are enormous, it is a matter of each party trying to work out whether there is a sufficient margin of tolerance."

Basic advice

The second point is that what makes for a sufficient margin of tolerance varies not only with the organisation's "culture" and the type of job, but also with the particular conditions in which that job must be done. "From the interviewer's side, however, whether or not there seems to be an adequate margin depends on three main elements, which can be summarised as qualifications, compatibility, and chemistry. Moreover, the six experts' review of their experience suggests four basic pieces of advice:—

Be accurate about your achievements. Be informed about their business. Be natural. Dress suitably.

The importance of being accurate about achievements arises mainly from the qualifications element of the interviewer's search. The qualifications being looked for are usually determined, more or less methodically, by descriptions of the job door, which are often drawn up after discussions with people above, around and below the post to be filled.

The major issues here are which kinds of capability are needed, and to what extent, and what is the minimum desirable evidence those criteria are satisfied by a candidate. These questions are asked, not so much in the hope of one person's answering all of them, but as a yardstick against which to assess the candidates' relative strengths and weaknesses, and so the relative risk involved in employing any of them to carry out the whole range of tasks.

In considering "qualifications," the six apparently do not bother much about paper certificates, although a degree may

be viewed as supporting evidence of — say — analytical ability, and they do their best not to be swayed by mere words. "For instance, it is no use someone telling me that he is 'good with people,'" said Trevor Owen. "I would regard that as a non-statement."

What candidates need to do, if they are to stay in the list, is to quote from their past record some evidence that they possess the technical, intellectual or personal capability in question, or that they are within close reach of attaining it. But even that is not enough, because however plausible the evidence quoted, it will be checked.

"Even if the prospect still looks good at the end of a six-hour interview, I usually ask to be given the names of at least three people — past bosses, colleagues and, where it's relevant, subordinates — whom I can have a chat with," said Nick Cowan. "The following up can take the best part of three more days, but for a top job, it's worthwhile."

It seems that even if a still-contending candidate is asked to nominate references, fairly early on in the discussion, is able to instil confidence in me that he understands the

personnel directors' old-boy network. The anonymous contributor said he relied heavily on this source, adding that he would not of course approach anybody's current employer before the appointment had been confirmed.

Point it out

"So you can be sure your sins will find you out," said Eric Platt of MSL. "If there is some major mistake lurking in your background, the only wise course is to point it out and spell out how you have learned from it. It might still swing the balance against you if you do, but that is better than the certainty of its condemning you if you don't."

The importance of the other three pieces of advice arises more from the compatibility and chemistry elements of the interviewer's search.

Being informed about the concern's business is of the essence. "Everyone thinks his own industry is special," said Terence Kenny, "and thinking back I'd say that a really decisive factor is if a candidate, fairly early on in the discussion, is able to instil confidence in me that he understands the

nature of the problems that we are, and he would be facing. It is not just a matter of the questions he asks. It's whether the line of his remarks shows an awareness of what the company sees as the real problem areas, and that he's viewing the job accordingly."

If the information comes from first-hand experience, all well and good. If it doesn't, then it needs to be 'mugged up' from conversations with relevant contacts, annual reports, Press cuttings on the company and its industry, and any official reports with a bearing on the business's prospects. Some times all this reading will come to nothing, as in the case of one of the six who not long ago was shortlisted by a nationalised industry, and read it up at the interview. But arriving at the interview, he found one of the six, fingering his assembled entire, large pink shirt, "but if you want to be sure that they didn't know that if you work for IBM, I decided there wasn't a sufficient margin of tolerance."

But the "be yourself" rule is not a circumlocution. The appearance of the six who not long ago was shortlisted by a nationalised industry, and read it up at the interview. But arriving at the interview, he found one of the six, fingering his assembled entire, large pink shirt, "but if you want to be sure that they didn't know that if you work for IBM, I decided there wasn't a sufficient margin of tolerance."

"You might not like it," as one of the six, fingering his assembled entire, large pink shirt, "but if you want to be sure that they didn't know that if you work for IBM, I decided there wasn't a sufficient margin of tolerance."

GENERAL APPOINTMENTS

A Franco-Middle Eastern Bank, located in Paris and specializing in international wholesale banking activities, particularly in the Arab world, is seeking to strengthen its Management Team through the following appointments:

1. Foreign Exchange Trader
2. Eurobond Dealer
3. Euroloan Officer
4. Real Estate Investment Analyst

The successful candidates should be fluent in English and willing to travel in the Middle East. It is expected that the candidates be between 30 and 40 years of age, have a minimum of 5 years professional experience and a proven record of success in their field of specialization. Knowledge of either French or Arabic would be an asset.

All of these openings are career positions with a competitive compensation package and the usual fringe benefits, including social security and relocation expenses.

Interested parties are requested to submit in confidence their resumes indicating salary requirements to

بنك فراب الدولي
FRAB-BANK INTERNATIONAL

To the attention of the General Manager
55-67, Avenue Kléber
75116 Paris - France

GENERAL MANAGER SOUGHT

For important, well established European subsidiary of American manufacturing, marketing and service company engaged in information processing and distribution.

Will consider European resident U.S. citizen or English, German national capable of demonstrating perfect responsibility, experience and understanding of European traditions and mentality.

Communication skills of an innovative, growth-oriented individual important. Languages other than English, desirable but not vital.

Attractive compensation package. Please reply to Box No. F450, Financial Times, Bracken House, Cannon Street, London EC4P 4BY.

CITY MERCHANT BANK Assistant to Group Director and Secretary

with prospects of promotion in due course
Applicants must be fully experienced in all statutory secretarial matters, office management and staff control.
Salary—negotiable. Non-contributory pension scheme.
Write with full details of experience, including present salary, to Box FT 420 c/o Hanway House, Clark's Place, London EC2N 4BJ.

Expanding Middle East bank requires
Cashier
(preferably aged between 30 and 40)
Also well experienced

Documentary Credits Clerk
for their London Branch. Applicants should submit curriculum vitae to Box A.5697, Financial Times, 10, Cannon Street, EC4P 4BY.

Our client, an international merchant bank and an affiliate of two major German financial institutions, is seeking to appoint a

Deputy Chief

International Finance Department

to its German Headquarters located in Frankfurt/Main.

The successful candidate, who will be in his middle thirties or early forties, should have the following professional qualifications:

- extensive experience in international lending, in particular direct financing and loan syndication
- a thorough understanding of foreign exchange transactions and money markets
- proven management abilities both as an administrator and business developer as well as sound commercial judgement.

The candidate will be expected to be able to deal effectively with clients and develop and maintain high-level business contacts. Fluency in German and English is an absolute must; a good working knowledge of French would be an advantage. Salary and benefits will be commensurate with the responsibilities and importance of the position. Relocation and installation expenses will be borne by our client. Interested applicants seeking a career position are invited to apply in strictest confidence by sending a resume with full details of career experience, qualifications and present remuneration to

Charles Barker GmbH
Management Selection International

Kettenhofweg 137
6000 Frankfurt/Main - West Germany

CASH RESOURCING & MANAGEMENT

The Electricity Council is the central co-ordinating body for the electricity supply industry—one of the most capital intensive industries—in England and Wales.

We are looking for a qualified assistant to join our small, professional team which deals with all aspects of domestic and overseas borrowing, currently in excess of £5,000 million. The team is also concerned with the operation of the industry's pool banking system, money market dealings and other related activities.

You should be under 35 years of age and a graduate or professionally qualified in accountancy, banking, business studies or other related subjects. Financial acumen and the ability to apply it successfully is essential. Previous experience in cash management in the public or private sectors will be an advantage.

This is an opportunity to gain valuable and broad experience in large scale cash management. The starting salary is negotiable within a scale currently £3965—£5265 p.a. plus £312 p.a. Supplementary Payment.

Write in confidence, giving age, career to date and present salary quoting ref. FT/93 by 30th September, to:

Duncan Ross,
Recruitment & Development Officer,
Electricity Council,
30 Millbank,
London SW1P 4RD

ELECTRICITY COUNCIL

Antony Gibbs & Sons, Ltd.

Corporate Finance Executive

Antony Gibbs & Sons, Limited, whose holding company is a member of the Accepting Houses Committee, has a vacancy for an executive in its expanding Corporate Finance Department. This is a new appointment.

The successful applicant will probably have a legal or accountancy qualification, be in his or her mid thirties and may have gained some post qualification experience.

An attractive salary, which will depend on experience, will be negotiated. Fringe benefits include a mortgage subsidy scheme.

Applications, which will be treated in complete confidence, should be sent with a brief curriculum vitae to:
C. E. Fiddian-Green,
Antony Gibbs Management Services Ltd.,
23 Blomfield Street, London EC2M 7NL.

EUROPEAN DIRECTOR OF LEGAL PLANNING

Small (£10 million per year) rapidly growing multinational, research and analysis company seeks an outstanding corporate legal and financial executive to structure and implement legal and financial plans, systems and procedures for corporate growth. The successful applicant will be:

- an attorney also knowledgeable about accounting matters;
- knowledgeable and experienced with respect to international tax planning, controversies and compliance, including income taxes, employment taxes and VAT;
- knowledgeable about licensing arrangements and compliance with various governmental requirements;
- business and profit oriented;
- analytical and inventive.

Compensation will be competitive for such a highly qualified executive.

Caci is a well managed, publicly-owned company with first class incentive and professional environment. We have offices in 12 cities in five countries. Our growth has averaged 50 per cent. per year for our entire 14-year history.

Send confidential resume and detailed history to:
Clyde L. Kirtley, Tax Counsel,
CACI, INC.,
1815 North Fort Myer Drive,
Arlington, Virginia 22209, USA.

GENERAL APPOINTMENTS

REGIONAL MANAGER BENELUX

This appointment based in Brussels provides a great career opportunity for a candidate in the age range 30-40 who can offer a good educational background together with mature experience in Sales, Marketing and Mass Media consumer advertising.

He will report direct to New York and be completely responsible for the planning, direction and control of our non-prescription pharmaceutical and toiletries business in the Benelux. The successful applicant will review all marketing programmes and work with and through distributors importing from the U.K., Germany and the U.S.A. together with Manufacturing Licensees located in the above countries.

Perfect knowledge of the English, French and Dutch languages is required. Basic knowledge of German is an asset.

If your experience and personal qualifications make you a serious candidate for this important appointment, please forward your curriculum vitae including current salary in strictest confidence to:

AMERICAN HOME PRODUCTS CORPORATION
c/o L.V.H. & Partners,
434, boulevard Lambert, 1030 BRUXELLES, BELGIUM.

Ref. J.H.

Managing Director

Consumer goods trading/distribution
Switzerland

A first-class manager experienced in consumer goods marketing and with a flair for profitable innovation, is required for the top post in a well known Swiss company. The company, long established, medium-sized and part of a large international group with very strong financial backing, has a reputation for its successful development in the trading and distribution of consumer goods, both within and outside Switzerland.

Reporting only to the Board, the Managing Director will be fully responsible for every aspect of the company's activities. Backed up by a large and experienced team, he will be expected to use the company's many strengths and versatility to exploit new opportunities and ensure profitable diversification into new markets, products and services. The Board is ready to approve and support him in new business ventures which can be shown to promise a profitable return.

The ideal candidate would be a Swiss national aged over forty. He will know and apply effectively modern management methods, have proved his managerial

capacity and be at present in an important line position, with full responsibility for the profitability of his division. His progressive career will have shown not only successful experience abroad, but also particular success in dealing with the many problems related to distribution and the Swiss domestic market. A command of English and French, as well as German, is essential. This is a top level post for an accomplished manager. Not only does it offer great challenge, but also the certainty that by investing his efforts and talents he can ensure his own future. The high level and demands of the job will be reflected in the excellent remuneration which will run well into six figures (S.W.F.).

(Ref. H1260/FT)

The identity of candidates will not be revealed to our client without prior permission given during a confidential discussion. Please send brief career details, quoting reference number to the address below, or write for an application form, and advise us if you have recently made any other applications.

PA Personnel Services

Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Tel: 01-235 6060 Telex: 27874



Sunderland Shipbuilders

DEPUTY MANAGING DIRECTOR

A Deputy Managing Director is required by Sunderland Shipbuilders Limited, a member of the Sunderland Shipbuilding and Engineering Group. The shipbuilding company operates three shipyards on the River Wear, employing approximately 4,500 persons.

Applications are invited from persons who are fully conversant with all managerial aspects and responsibilities and who have a proven record of achievement in the shipbuilding industry.

A car is provided, and the usual range of benefits associated with employment in a large company is available. Relocation assistance will be agreed where applicable.

Apply in confidence to:

Managing Director,
Sunderland Shipbuilders Limited,
P.O. Box 1, Pallion,
Sunderland SR4 6TX,
Tyne and Wear.

General Manager Executive search

around £15,000 + fringes

A small, yet successful and well-established, consultancy wishes to expand its activities in this highly skilled and professional field.

In addition to employing the more normal "direct approach method" it wishes to attract as many viable candidates as possible. Ideally it wants a man who is probably aged 37 to 45, has an excellent company line management background, with international exposure, is dedicated to the maxim of promoting exceptional managerial talent and has a successful track record in a management consultancy, preferably executive search; he could also have worked in a merchant bank.

It wants a man who is an excellent day-to-day manager and is desirous of running his own show, in effect. Opportunities and rewards are limitless. But he must be very, very good.

Please write with full details. These will be forwarded direct to our client. List separately any consultancies to whom your application should not be sent. Ref. B.1333.

CONFIDENTIAL 17 STRATTON STREET
LONDON W1X 6DP
A member of MSL Group International

Export Finance

Ilford c £4,750

This major international manufacturing group seeks a young man or woman to join its head office export finance team to assist with the financial aspects of export contracts, including the administration of ECGD insurance, export finance and contract guarantees. The work will entail dealing with subsidiary companies and negotiations with credit insurance brokers, ECGD and Banks.

Candidates will have attained good educational standards, possibly Institute of Export or other such qualifications, and will be commercially motivated. Starting salary will be up to £4,750. Large company benefits apply and there are excellent prospects for career growth and overseas travel.

For an application form, write or telephone M. R. M. Wright, Personnel Manager-Finance, The Plessey Company Limited, Vicarage Lane, Ilford, Essex. 01-478 3040. Extension 2947.



Merchant Banking with Henry Ansbacher Banker-Manchester

Experienced Banker capable of handling all types of Documentary and Acceptance credits. Bills of Exchange. Export and Import Finance through all stages is required for this active Manchester operation of an Authorized Bank.

Applicants may be male or female and preference will be given to those with Northern associations. Generous salaries and fringe benefits.

Applications with curriculum vitae to:

J. H. Fairhurst, Manager.

HENRY ANSBACHER & CO. LTD.

Dennis House, Marsden Street, Manchester M2 1HF.

SECURITIES DEALER

£6,000+

International Merchant Bank in City requires a Securities Dealer to work with Investment Manager. The requirement is for a mature person of sound judgment and good education who has had several years' training and experience in the Eurobond and other International Stock Markets.

It is expected that the successful applicant will come from an Investment Banking area, be aged 25/30, and feel ready to join and support a small but busy team. Usual Banking benefits apply, and this appointment is open to both male and female applicants.

In the first instance please telephone R. Jordan on 01-623 7317.
BANKING DIVISION
BROOK STREET BUREAU.

TAX PLANNING SOLICITOR

TAX PLANNING SOLICITOR required by large Lincoln's Inn firm to assist a senior partner with a view to succeeding him on his retirement in 1981, and becoming a sharing partner by then. The partner concerned administers the Tax Planning Department and has substantial family and trustee clients. The position will also carry the succession to family clients of certain other partners due to retire during next ten years. Applicants should (unless of exceptional maturity) be aged not less than 25. Apply with c.v. to Box A.5696, Financial Times, 10, Cannon Street, EC4P 4BY.

PARIS based team selection service available to employers worldwide. General P.O. Box 217 XI Paris, France.

COMMODITY - buy-sell - staff - market - Charterhouse appointments. 01-456 227

INTERNATIONAL FINANCE

A major international financial corporation with operations throughout Europe is seeking an individual to assist the senior financial officer in Europe in its Treasury Department.

Primary responsibilities will include European-wide cash management and control, and financial analysis. Candidates should be in their twenties or early thirties and should have practical experience gained in banking or a corporate treasury function. A good working knowledge of currency and money markets would be a distinct advantage.

This appointment, London based, involves some travel to European financial centres and offers considerable opportunity for the development of financial and management skills. Attractive salary by negotiation. Please write to Box A.5700, Financial Times, 10, Cannon Street, EC4P 4BY.

APPOINTMENTS WANTED

ENGLISHMAN

Living in Sweden with two years experience of the Scandinavian market and ten years experience in group management with large U.K. multi-national company seeks challenging work in a U.K. based company. Excellent references.

Write Box A.5702, Financial Times, 10, Cannon Street, EC4P 4BY.

MARKETING APPOINTMENTS

APPEAR TODAY ON

PAGE 19

"THE MARKETING SCENE"

Branch Management Opportunities

International Banking UK

The Bank of Credit and Commerce International is a well established expanding international bank with a strong presence in the Gulf and Middle East and a network of branches, subsidiaries and affiliates in many countries. The impressive amount of business done by this young, go-ahead bank is due in large measure to a highly personalised service that goes way beyond comprehensive banking, financing and financial advisory facilities. If you are not only successful at your level of bank management but able to relate well to all types of people, B.C.C.I. could provide a highly attractive environment for further career development in the UK, or possibly overseas.

As Managers and Assistant Managers of

branches we need very experienced men or women who will ideally be holding responsible positions with a UK or British overseas bank. They must be fully capable of fulfilling the role of business developer, making good use of B.C.C.I.'s Middle East expertise, especially in the export/import field, to build both personal and business deposits.

We want top calibre people and offer very competitive rewards. So if you are aged 30 to 50 and would like to know how we can help you attain high status in the world of international banking, write with full career and personal details to:

Mr. R. Plant, General Manager, Bank of Credit and Commerce International, 100 Leadenhall Street, London EC3A 3AD.



Phillips & Drew

BANK SHARE ANALYST

Phillips & Drew is seeking an experienced bank share analyst to join its equity research team. The successful applicant will join an expanding department with a high reputation in the City and in industry, not least for its expertise in the banking sector. Remuneration is competitive and there is scope for rapid advancement for the successful. Benefits include a profit-sharing scheme and a contributory pension fund. Please apply to the Staff Manager

Phillips & Drew

Lee House, London Wall, London EC2Y 5AP

SENIOR ASSISTANT INVESTMENT MANAGER

Barclays Bank is looking for a Senior Assistant Investment Manager who has had experience in large fund management, particularly in overseas markets.

The successful applicant will be aged between 32 and 35, and as a senior appointment the job will carry a competitive remunerative package.

Apply, with brief details of experience and qualifications, to:

The London Staff Manager,
Barclays Bank Limited,
54 Lombard Street,
London EC3P 3AE.

BARCLAYS

The Financial Times proposes to publish its annual Survey Management Recruitment and Training Services

on Thursday, 21st October. Editorially we will cover Recruitment and Training Services, Manpower Planning and the Personnel Profession. The Survey will coincide with the opening of the Institute of Personnel Management's annual conference.

A copy of the proposed editorial synopsis is available on request from

James Jarratt,
Advertisement Department,
Financial Times,
10, Cannon Street,
London
EC4P 4BY.
01-248 8000, Ext. 539.

ACCOUNTANCY APPOINTMENTS

Hoggett Bowers

Executive Search & Selection Consultants

Financial Analyst

Aged under 28
London S.W.1. to £6,000 + car

Our client is a major British manufacturing Group operating internationally with a turnover in excess of £200 million and an excellent record of profit growth.

They are committed to a plan of management development and internal promotion which has led to this opportunity to join a compact H.O. team. The position will provide a thorough grasp of the strategy and operation of a highly successful and professionally managed Group. The criteria for selection are obviously high. Candidates should be qualified accountants from either industry or the profession. The fringe benefits are of course, excellent.

Indira Brown, Ref: 19049/ET

Male or female candidates should telephone in confidence for a Personal History Form to:
LONDON: 01-734 6852
Sutherland House, 5-6 Argyll Street, W1E 6BZ
Offices also in Birmingham, Glasgow, Leeds, Manchester, Newcastle, Preston, Sheffield and Australia.

Personal Tax Advisor

London based group of companies
c. £8,000 + car.

An international company, spanning many aspects of industry and commerce, is looking for an internal consultant to advise senior management on the planning of their financial affairs. The right candidate will be a qualified accountant or solicitor with substantial personal tax experience, recently concentrating on appraisal and planning rather than compliance; the likely age bracket is thirty to forty. The job carries a salary of around £8,000, a car, good fringe benefits and, above all, the opportunity to exercise professional, practical and analytical skills, ingenuity and integrity, in the exciting atmosphere of a successful commercial operation. Please write or telephone Bill Rench for an application form.

Applications, which may be from male or female candidates, will be treated in complete confidence and should quote reference 614/WJR.

BROOK STREET

EXECUTIVE RESOURCES LIMITED

47 Davies Street, London W1Y 2LN. Telephone 01-629 8866

CHIEF ACCOUNTANT

Required for an enterprising publishing company which has just come under new management. The applicant should be a qualified A.C.A. (or equivalent) within the age range 25 to 40, and have experience either in the profession or in the entertainment/publishing field. The vacancy is in central London. Salary not less than £6,000 p.a. but according to merit. Please apply in writing to Box A.5698, Financial Times, 10, Cannon Street EC4A 3BY.

LEGAL NOTICES

No. 005841 of 1976
In the HIGH COURT OF JUSTICE
Chancery Division Companies Court, in the Matter of MICHAELIDES BROTHERS LIMITED and in the Matter of the Companies Act, 1948.
NOTICE IS HEREBY GIVEN, that a Petition for the Winding-up of the above-named Company by the High Court of Justice was on the 13th day of August 1976, presented to the said Court by MICHAELIDES BROTHERS LIMITED, whose registered office is situated at 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

No. 005842 of 1976
In the HIGH COURT OF JUSTICE
Chancery Division Companies Court, in the Matter of MICHAELIDES BROTHERS LIMITED and in the Matter of the Companies Act, 1948.
NOTICE IS HEREBY GIVEN, that a Petition for the Winding-up of the above-named Company by the High Court of Justice was on the 13th day of August 1976, presented to the said Court by MICHAELIDES BROTHERS LIMITED, whose registered office is situated at 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

CHIEF ACCOUNTANT

This is a new appointment for a recently established national shipping line outside Europe. The successful applicant will be responsible for the whole accounting, financing and budgeting procedures. A flexible approach to the work of the liner service and corresponding activities is expected. This appointment will be qualified managerial experience and knowledge in shipping. A knowledge of the French language would be an advantage. An attractive basic salary plus overseas and cost-of-living adjustments, free housing and car, free medical service, family passage and free insurance will apply to this position. Applications, which will be treated in strict confidence, should contain relevant details of career, age, education and qualifications. Please write to:

Mr. W. Schlueter
UNIMAR SEETRANSPORT GMBH
33 Ferdinandstrasse
2000 Hamburg 1
Germany

Director of Group Services

- ★ This important appointment carries a directorship on the main board of an expanding and diversified group. High expert performance provides a firm foundation for further profitable growth. The co-ordination of existing group services and their future development to match plans for expansion both in the U.K. and Overseas will be the responsibility of the appointee.
- ★ Applicants, who should be Chartered Accountants, in the age range 32-45 must have gained a wide experience in the various accounting functions within manufacturing industry. Evidence will be required of a sound knowledge of modern methods of management reporting and budgetary control. Candidates must have carried responsibility for the financial accounting activities of a group of companies. Experience in the treasury function is essential and a knowledge of foreign currency transactions is desirable.
- ★ Salary in five figures.

Location: London area

Please write in confidence, with full career details to: Ref: PB170

WALTER JUDD LIMITED

Recruitment Division
1a, Bow Lane, London, EC4M 9EJ.

Our client's staff have been informed of this appointment.

Financial careers in a dynamic growth environment

Hestair Limited

These are genuine opportunities for young accountants with the ambition and talent to achieve top financial management — or general management — positions within about five years. Hestair can offer this kind of systematic career progress because of our strong commitment to growth, self-improvement and particularly to the development of advanced financial systems.

This commitment has already been demonstrated by our performance over the past five years — from a loss-making company with a £2 million turnover, to a Group with a current sales budget of almost £80 million and profits which are likely to put it into the 'Times 300'. This has been achieved through a series of acquisitions followed by reorganisation, improvement and effective financial control: experience which has equipped us with a substantial body of knowledge and a strong base for continuing development.

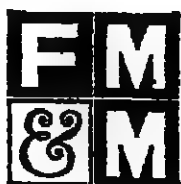
An advertising agency can only be as good as its clients

ours are great

Agfa-Gevaert
 Alfred Dunhill Lighters, Pipes, Tobacco, Cigars.
 Aquascutum
 Avco Financial Services.
 Bayer UK Delial Sun Products.
 Black Cat Cigarettes (Carreras Ltd.).
 BOC Datasolve Limited
 Cairnrange Cosmetics, Toiletries.
 Carreras/Rothmans (Consulate, Guards, Peter Stuyvesant, St. Moritz).
 Central Office of Information
 Cessna Aircraft.
 Crabbie's Green Ginger Wine.
 Italian Fashion Institute
 J.I. Case Earth Moving Machinery.
 John Walker & Sons Ltd. Scotch Whisky.
 Keith Knox Golf Clubs.
 London Goldhawk Building Society.
 Mastex Protective Finishes.
 Mitchum-Thayer Toiletries
 Multiple Brokerage Insurance.
 Murray Sons & Co. Ltd.
 (Erinmore Pipe Tobacco).
 Mutual of Omaha Health & Accident Insurance.
 Osman Sheets, Towels and Furnishing Fabrics.
 Piccadilly Cigarettes (Carreras Ltd.).
 Richards & Appleby Nail and Skin Care Products.
 Sperry Univac Computer Systems.
 Tootal Menswear Ltd.
 United Lubricants
 WEA Records
 William Hill Bookmakers.

Freeman, Mathews & Milne Ltd.
 Worldwide Advertising and Marketing

15 Grosvenor Place, London SW1X 7SJ. Telephone: 01-235 6050.



LABOUR NEWS

Seamen's settlement terms

BY CHRISTIAN TYLER, LABOUR STAFF

THE FULL terms of the settlement accepted by the National Union of Seamen yesterday are set out below. Underneath each item we have quoted the appropriate part of the social contract documents, or guidelines published by the Department of Employment and given some explanation of how the settlement matches those guidelines.

Earnings increase, from Jan. 1, 1977.

A supplementary payment of 5 per cent. of earnings from all aspects of National Maritime Board agreements (that is, pay, overtime, leave pay etc.) with an upper cash maximum of £4 and a minimum of £2.50 per week.

Pro rata minimum and maximum cash figures for junior ratings and boys.

(This is the rise in earnings—not basic rates—which for qualified seamen average £80 a week, that the TUC and Department of Employment said the seamen could have under the current stage of pay policy. The union's earlier claim for a £5 earnings rise from July this year, the normal anniversary date, was ruled in breach of the policy because their "last major increase" was in January this year, the second stage of a three-part £7.3 per cent. arbitration award before the £5 limit was introduced last August 1.

The social contract's "twelve-month" rule was the key point here.)

Merchant Navy establishment benefit or "back-pay" pay.

The benefit to be increased as follows, from October 1, 1976: Junior ratings and boys: first two weeks from £8.00 to £9.00, subsequent weeks from £3.00 to £4.00; adult ratings from £12.30 to £19.50, and £6.00 to £9.00; petty officers and higher ratings from

£14.70 to £23.40, and £7.50 to £12.00.

The maximum period for establishment benefit, while unemployed, to be increased from 15 to 26 weeks in the calendar year. A joint approach to be made to the DHSS with a view to removing the restriction of 15 weeks maximum continuous period of payment.

The present qualification that seafarers on training courses do not qualify for first fortnight rates, at any time, to be removed.

Periods in receipt of special payments are deductible from sick leave entitlement.

No restrictions were put on improving this benefit, while in addition to unemployment benefit, to seamen waiting for their next ship. Last Friday, about 1,500 men were reporting to the 24 U.K. ports "pools" for jobs. Earlier this year the figure was 3,000 at any one time.

The present pay guidelines document says: "All other improvements, including non-wage benefits, should be kept within the overall pay figure, except as provided for in the current policy" (that is the £6 policy then still applying).

Guaranteed

This was explained by the Department of Employment in July as follows: "Improvements to enhance job security—such as new or improved redundancy payment schemes, guaranteed week provisions and sick pay schemes—are allowable outside the pay limit."

"Full-back" pay, last updated last year, is the industry's equivalent of a guaranteed social security pays the bulk of it.

About 25,000 of the 40,000 seamen are eligible for it, the rest—like British Rail ferry men and some oil tanker crews—being on company contracts and drawing a regular salary.

Established allowances increased from September 27, 1976:

Journeys exceeding 3 hours from 25p to 22.50

Journeys exceeding 8 hours from 21.25 to 21.50

Overnight journeys from 12.25 to 13.50

Lodging (bed, breakfast and evening meal) from £2.00 to £6.75

Revised

(Last revised in March, 1973, these are paid to men travelling from their home port or pool to other U.K. ports or to airports when joining ships abroad. Based mainly on rail travel, with lodging rates matched to rates at merchant Navy hotels. Foreign travel is paid by shipping companies.)

Increases to such allowances are not specifically mentioned in the guidelines, but interpretation under this and the previous policies has been that existing allowances may be revised in line with costs. They are reimbursement for actual expenditure by employees.)

ALLOWANCES FOR BOYS

General Council of British Shipping undertook to devise a special allowance for boys from the training centre at Gravesend while awaiting their first appointment.

[This brings those trainees, in effect, into the full-back system.]

Captive time

An agreement will be formulated whereby masters will be instructed not to retain ratings unnecessarily on board ship, in port, outside their normal working hours (when shore leave would otherwise be granted) and girls who are required to remain on board, time off in lieu at a time when the operational needs of the ship allow unless they have received overtime for the hours concerned for duties performed during the period.

A joint working party is to meet on September 23 to draft the agreement.

GCBS undertook to instruct their members to observe general decision 23 on page 15 of the NMB year book which recommends that "at or off her berth, when a ship is at or off her berth, allow crews on a crew agreement the maximum amount of time ashore, when not required to work, consistent with safety and with the operational needs of the ship."

As soon as permissible under the pay policy, compensatory leave for Saturdays and Sundays spent at sea to be increased by 11 days per year served.

In port

The big bone of contention, "Captive time" is used in two senses, which the settlement recognises. Captive time in port when men are stopped from going ashore to enjoy their time off because the ship may have to be moved, for example, and week-ends spent on the high seas when there is no work.

The settlement recognises the difference, providing a more formal system of time off in lieu for captive time in port, at the master's discretion. Payment for such captive time was ruled out by the TUC because it would be a new payment.

As for week-ends at sea, the settlement makes a forward commitment—the one point disliked by the Government—to increase compensatory time off from 34 to 45 days. "Ordinary" leave is 27 days at present, making a total at present of 61 days a year.

Captive time payment has been a long-standing demand. Left-wingers want payment for it, which would effectively mean reintroduction of the seven-day week, when only last year the union won a formal 40-hour, five-day week, with a basic rate of £40 for qualified seamen.

Subsistence allowances payable when working-by in port increased from September 27, 1976

Food not provided—from £12 to £27.00 per day.

Food and accommodation not provided—from £2.00 to £2.75 per day.

Food and accommodation not provided and living at home—from £1.50 to £2.70 per day.

Leave food allowance—from £0 to £1.50 per day.

Sleeping

Allowances for men after arrival at the port where they are joining ship. Delays may mean they cannot eat or sleep on board. Later revised in November, 1970, except leave last allowance (July 1974).

These allowance increases fit under the same social contract heading as establishment allowances, above.

Pension, Redundancy and Medical Governance Payments

It was agreed to have separate joint discussions as a matter of urgency on pensions, redundancy and medical governance payments for ratings.

(The social contract permits improvements to existing occupational pension schemes, up to the contracting-out level of the State scheme. But the seamen's own scheme has been a long time in the making.)

A claim for overseas currency allowance was rejected by the shipowners, as against the social contract. This was the other contentious area in the negotiations.

The TUC had strong reservations about it. The only such allowance at present is a long-standing one for the North and Central American dollar zone. Seamen were anxious to go to similar arrangements in Scandinavia and Australia in particular.)

Overtime curb urged to aid jobless

BY ALAN PIKE, LABOUR STAFF

A means of tackling the continuing unemployment problem were proposed yesterday at a meeting of the TUC general council.

Mr. Clive Jenkins, general secretary of the Association of Scientific, Technical and Managerial Staffs, proposed that the TUC should give a lead on the unemployment issue by asking shop stewards throughout the country to consider restraining overtime.

Other members of the general council took a similar view. Mr. Sid Weighell, general secretary of the National Union of Railwaymen, spoke of hundreds of jobs not being filled by British Rail because of existing employees working overtime.

Mr. Jack Jones, whose Transport and General Workers' Union is engaged in a campaign for the 35-hour week, said some men were working up to 12 hours a week overtime despite unemployment.

Mr. Jenkins did not propose that the TUC should take any action to restrict overtime before a second meeting on unemployment which members of the economic committee will have with the Prime Minister

after the Labour Party conference.

However, the committee is likely to consider the problem at its next meeting and Mr. Jenkins reserved the right to raise it again at another general council.

TUC leaders accept that any attempt to urge members to restrict overtime would have to be flexible. There are situations, such as when an urgent order has to be met within a deadline, when overtime is unavoidable.

For employers, there is an obvious difference between allowing overtime as and when necessary and taking on extra employees on the full-time payroll.

Mr. Andrew Prime, of the National and Local Government Officers' Association, becomes a member of the key TUC economic committee this year, replacing Mr. Cyril Plant, last year's TUC president, who has retired. Mr. Joe Gormley, president of the National Union of Mineworkers, joins the committee and his colleague Mr. Laurence Daly, miners' union general secretary, moves to the finance and general purposes committee.

Docks Bill condemned as 'counter-productive'

THE GOVERNMENT'S Dockwork Regulation Bill was condemned yesterday as "counter-productive" and capable of causing "an investment blight."

Mr. Roy Guest, president of the National Cold Storage Federation, told the federation's annual lunch in London that the Bill, which gives registered dockers access to cargo handling work within five miles of ports and rivers, does not offer "any solution to the problem of the docks."

He added: "It will be damaging for our industry and those engaged in it, and for the food industry, who are our customers. It creates total uncertainty, and there is a real danger of it causing an investment blight which would be a disaster to the cold storage and food industries

and, ultimately, to the consumer."

Mr. Guest hoped that the Bill, which has already passed through the Commons, would be improved in its passage through the Lords.

Mr. Albert Booth, Employment Secretary, said the Bill was often greeted by derisory cheers, said it was not the intention to take any long-established work, never previously connected with the docks, within the national dock labour scheme.

Pilkington's urged to help in Africa

A UNION leader claimed yesterday that Special Branch police had become involved in a "workers' dispute" at a British company's South African subsidiary.

Mr. David Warburton, a national official of the General and Municipal Workers' Union, said that the police had been questioning works committee members at Armour Plate Glass, a South African subsidiary of Pilkington Brothers.

About 170 glass workers are on strike there over the dismissal of 150 workmates.

In a message to Mr. David Pilkington, senior member of the company to take steps to get Armour Plate and the works committee together for talks. "The situation is deteriorating and Pilkington must take quick action," he added.

Ennals spells out union pension rights

He was a convinced supporter of the role of occupational schemes in providing additional resources for the elderly in a way more flexible and responsive to individual circumstances than was normally possible with a state scheme.

The Government's decision that members of each pension scheme should be properly informed about their benefits and how the scheme worked had the general support of the pensions industry. There were differences concerned with the details of disclosure.

The Government would not place unreasonable demands on schemes. There was no intention to inject unnecessary rigidity.

Answering questions, Mr. Ennals confirmed that the right of appointments of members would be vested solely in trade unions even if most scheme members were not trade unionists. Non-union members, he said, could not expect to benefit from the advantages resulting from trade union negotiation and still have separate representation on scheme boards.

It was important that all employees played their part in trade unions. Where participation already existed there was no

Oil job finished month early

THE INCIDENT was being regarded as publicity-seeking.

Shop stewards for the main labour force, who have accepted the agreement of a £1,000-a-man bonus if orders are completed by February 15, criticised pickets. A spokesman said: "We are fighting and working hard to keep the yard open. The pickets' actions are aimed at bringing the yard to a standstill."

Mr. Harry Gourlay, MP for Kirkcaldy, who led a visit by Scots MPs to the yard, said: "This successfully completed contract for Gulf is further proof that the Redpath Dorman Long yard has competent management and a workforce second to none in the industry."

Ennals spells out union pension rights

He was a convinced supporter of the role of occupational schemes in providing additional resources for the elderly in a way more flexible and responsive to individual circumstances than was normally possible with a state scheme.

The Government's decision that members of each pension scheme should be properly informed about their benefits and how the scheme worked had the general support of the pensions industry. There were differences concerned with the details of disclosure.

The Government would not place unreasonable demands on schemes. There was no intention to inject unnecessary rigidity.

Plant level

Mr. Ron Owen, national employee relations adviser at Unilever, said that companies had to decide first what was meant by consultation, then who had the right to be consulted and finally to decide on the machinery of consultation. All decisions had to be taken on the basis of adequate information.

He favoured consultation at plant level on the same basis as for wage negotiations, but he warned that collating the various views could cause problems.

The role of the pension fund manager in consultation was expressed by Mr. G. Reardon, pensions manager of Caterpillar.

His job was to act as a specialist advising on technical matters, not to take part in the bargaining procedure. That should be left to the industrial relations adviser, but the pension fund manager should channel company thinking on pension policy in the right direction.

The Marketing Scene

Three big brand names are advertising more this autumn.
ANTONY THORNCROFT gives the marketing background

Burton unbuttons

For a week the menswear of Burton started a television advertising campaign which will cost it £300,000 in the next three months. But imitations behind the advertising are even greater than the money to be spent. Burton has a rough time of things, and the hot summer was very helpful for selling. The hope is that the advertising will mark the start of a new era for the company.

Problems facing Burtons well known—over-expansion into retailing like office supplies, high rents, and cameras. High rents, hundreds of thousands of pounds of expensive High Street which did not easily convert to new concepts. The menswear division is for over half of the sales, and most of the reforms are starting. And inside menswear, to-measure suits have been the key sector. This is the basis of Montague's business—he reckoned that a suit for the price of average weekly wage. 35-40 age group, Burton's traditional customers who have deserted the company in recent years. The styles on offer are limited, but the hope is that the John Weitz range will build up eventually to a half of Burton's made-to-measure production. The manufacturing operation in suits is only part of the battle. Burton has, in the past, had little success in selling other items of men's clothing. It still gets half chandising operation out of its business from suits, and don and back to Yorkshire: wants to reduce this to 50 per cent. Burton has, in the past, had little success in selling other items of men's clothing. It still gets half chandising operation out of its business from suits, and don and back to Yorkshire: wants to reduce this to 50 per cent. Burton has, in the past, had little success in selling other items of men's clothing. It still gets half chandising operation out of its business from suits, and don and back to Yorkshire: wants to reduce this to 50 per cent.

Two years ago Burton was a suit for the price of average weekly wage. 35-40 age group, Burton's traditional customers who have deserted the company in recent years. The styles on offer are limited, but the hope is that the John Weitz range will build up eventually to a half of Burton's made-to-measure production. The manufacturing operation in suits is only part of the battle. Burton has, in the past, had little success in selling other items of men's clothing. It still gets half chandising operation out of its business from suits, and don and back to Yorkshire: wants to reduce this to 50 per cent. Burton has, in the past, had little success in selling other items of men's clothing. It still gets half chandising operation out of its business from suits, and don and back to Yorkshire: wants to reduce this to 50 per cent.

Chambourcy changes

LAST week-end 60 well-nurtured men of influence in the grocery trade were taken by a manufacturer to Paris. But on this occasion there was rather more justification for the jaunt. Chambourcy may now be owned by Nestlé, and looked after in the U.K. by Findus, but its origins are French, with the main factory just outside Paris. Chambourcy first sold its yoghurt in the U.K. in 1967, and by 1971 held 11 per cent of an expanding market. But then things started to go wrong. (Despite the acquisition by Nestlé) and market share shrunk to 3 per cent, even though yoghurt is one of the great grocery success stories of the past decade, pushing up its market value from under £5m. to £48m. at retail prices. There should be more growth to come—per capita we eat eight pots of yoghurt a year as against 50 in France.

Chambourcy's problems were mainly in distribution, with less than half the multiples covered and little exposure in the north; price, where it was more expensive than aggressive rivals like Ski and Prize, who, in the past year have sold most of their pots at a discount; advertising, where the limited distribution made major promotion uneconomical; and packaging, with a container which offered less value for money and was inclined to leak. All told these disadvantages outweighed any product pluses. Finally, Nestlé decided to rescue the brand. It has given it to Findus to market, which immediately improves the size

Formica grades up

NEXT MONTH Formica launches a £300,000 TV campaign, its biggest for many years, and the start of a concerted promotional drive which will cost the company £1.5m. over the next two years.

The advertising is partly aimed at rescuing the brand name from the generic wilderness—over the years Formica has become synonymous with laminates, with the result that consumers have been unconsciously buying the products of competitors.

But the main impetus behind the campaign is to reassert Formica as a premium brand and to push its new Super Range of decorative laminates, which the company reckons, contains the nearest thing to a wood that a plastic based product can hope for.

Formica, or at least the British end of this De La Rue subsidiary,

has improved its financial position considerably by pushing up prices and streamlining quality. It initially tried to compete with the rush of imported laminates at their own prices by cutting prices, with the result that its market share fell to 31 per cent. In volume, although in value terms it was 42 per cent.

Four years ago it moved up-market, and now reckons to have 37 per cent of sales in volume but almost a half in value. More to the point, according to managing director James Plimpton, Formica has over 90 per cent of what profit is going in this intensely competitive business. It markets a cheaper line to ensure that it competes with the imports, but the concentration is on the expensive products. Indeed the Super Range, launched nationally last week, is Formica's two hundred and fifty distributors who account for 80 per cent of sales, is 15 per cent more costly than the quite expensive Standard range.

During the bad years for laminates, in 1974 and 1975, when sales fell by 20 per cent, Formica managed to increase its market share and this year all the signs are that the quality lines are doing better than the cheaper products. Argenta, for example, Formica's single largest customer, has used its Super Range designs in its latest kitchen furniture.

But Formica looks for most growth in moving laminates out of the kitchen and into dining room and bedroom furniture. The rising cost of wood is forcing furniture manufacturers to use poorer veneers, and Plimpton reckons that the new laminates, especially those which have been given a three dimensional surface and thus avoid the cold, clinical, feel of plastic, will be steadily accepted by the furniture trade—and the public.

Guide to job ads

WITH BASIC unemployment over 13m, this is a good time for the Advertising Association to publish a report on recruitment advertising and the U.K. employment market. Called "Communications and the Job Seeker," and written by Roderick Braithwaite, chief executive of one of the largest recruitment agencies Charles Barker Recruitment. It is rather formally described as a "contribution to discussion at a moment when expert opinion is predicting a turnaround in the employment situation."

In 120 pages it makes the case for recruitment advertising, which is a £150m. business in a good year. According to Charles Barker research, up to 90 per cent of workers use recruitment advertising, and with 10m. people changing their jobs in a year this means a great deal of interest. Of course recruitment advertising is not flourishing in 1976—expenditure is around £75m. as against £102m. in 1975—but now there are signs of some improvement.

Braithwaite reckons that although unemployment will remain high for the next decade, companies will still find it hard to recruit the right staff. For example, in the last three months there has been a rise in unfilled vacancies.

The report costs £3 a copy and contains a wealth of information about what is a key advertising area, with examples of how the response to particular advertisements can be measured, and how recruitment advertising disciplines employers to define job specifications.

Retailers anti-agencies

BY OUR MARKETING EDITOR

A CONFRONTATION between advertising agency people, at last aware that some of the biggest accounts around these days belong to retailers, and some of the top shop men, with the IPA as referee, should have produced fireworks.

But the Monday night meeting was a tame affair, with the agency world apparently accepting the fact that brand advertising was on the decline and that, in future, it would be the retailers who would dominate the marketing of those goods they choose to stock.

Although the retailers admitted that they were taking promotional money from manufacturers that would previously have gone into brand advertising, the competition for the retailer's own advertising appropriations (which rose by 50 per cent. between 1969-74 and must be almost 20 per cent. of all display advertising by now) keeps the agency people polite. With Fine Fare spending almost £3m. a year on advertising, agencies are obviously willing to adapt.

Of course, as Ian Wolsey, marketing and advertising director of Fine Fare, pointed out, the company was not putting up all that money itself. Manufacturers' contributions accounted for almost a half of Fine Fare advertising. Wolsey saw this as additional money, paid by the manufacturer after the actual deal discounts had been worked out. But he reassured the audience that any cash contributed to advertise brands in those Fine Fare "price off" advertisements in The Sun and the Daily Mirror was actually used to promote the product.

Wolsey pointed out that national promotions advertising was only a part, and perhaps a declining part, of Fine Fare's advertising strategy. It was putting more cash into grass-roots campaigns, through local newspapers and on commercial radio. Specific campaigns for the Shoppers' Paradise discount scheme, the opening of the Hyde store, and on promotions in Glasgow, all using local radio, had paid off. But a national radio campaign had proved inconclusive, perhaps because commercial radio currently only reaches two thirds of Fine Fare's customers.

Apart from more pinpointed advertising, Fine Fare is also interested in getting its corporate image across, and 40 per cent of its advertising is not linked to prices or promotions at all. As its stores get bigger, and widen their merchandise to take in more non-grocery items, the importance of such image advertising will grow.

Wolsey's contribution could not have been more different from that of the preceding speakers, in particular Harry Shepherd of Marks and Spencer, who spent



Ian Wolsey and Harry Shepherd

out his company's management philosophy and concluded that the closeness between the store and its suppliers on one hand, and its customers on the other, was so strong that advertising was irrelevant. As a result its advertising budget was £300,000 on a £800m. turnover—the shops and the company's branded goods were the effective alternative.

Another contributor Harry Potterton of Currys took the attack to the agencies. He forecast that "the bulk of advertising will be carried out by retail chains rather than manufacturers." Currys was "selling a service as well as a price—if price was the only consideration we would be out of business tomorrow." But while Currys was getting across its own name as the brand name, Mr. Potterton admitted that it was the manufacturers who were paying for the shops advertising—"their contribution has increased fantastically in recent years."

Like Potterton, Eric Barnes of the GUS subsidiary Covendish Woodhouse, the largest multiple furnishing group in Europe, attacked agencies for their ignorance of the retailing business. He said it was the retailers that were forcing agencies to create hard-selling Press campaigns—left to themselves agencies would try to persuade their retail clients to undertake glamorous corporate image campaigns, quoting the success of Woolworth in selling a revitalised image. But Mr. Barnes reckoned that what worked for impulse buys, and for frequently purchased grocery lines, was inapplicable in consumer durables, bought after family discussion and inter-store comparisons.

All in all the retailers are still convinced that they are a specialised business about which advertising agencies are very ignorant. As Eric Barnes said: "We have the facts—they are through the cash register." The implication was that agencies might like the commission from the retailer's huge advertising budgets but they were not prepared to adopt to the constantly changing world of retail advertising.

● ALLARDYCE, which has handled the advertising of 20th Century Fox for the past 30 years, is losing the account—as a result of agency presentations in Los Angeles. Doyle Dane Bernbach won the pitch there, and its London agency will look after the film company in the U.K. A packaged goods marketing approach to films can be expected.

● ONE of the biggest market research contracts in the U.K.—the National Readership Survey worth over £200,000—will be handled by Research Services for the three years 1977-79. For the past three years the research into newspaper and magazine readership has been carried out by BMRB.

● INDEPENDENT Television Publications has appointed Ogilvy Benson & Mather to handle advertising for the TV Times. Previously the TV advertising was produced in-house in association with Greenwood Commercial, who will retain production of the TV ads.

THE PRESS

Who, what and where

By Alan Garth

RESEARCH into newspapers has been mainly concerned with their advertising revenue. It is now becoming increasingly involved with editorial. That fact emerged from the deliberations of over 200 newspaper promotional men and women who met in Arles last week.

John B. Mauro, president of the International Newspaper Promotion Association, told the organisation's sixth European conference that while most advertisement directors could look at an ad and give a pretty good estimate of the percentage of readers who would read it, editors did not possess the adman's crude benchmark.

Mr. Mauro is director of research for Media General Incorporated of Richmond, Virginia, which publishes six newspapers. He gave details of new research conducted among readers of the Tampa Tribune. Among the facts brought to light was that men read about one-fifth of the editorial and women slightly less, although readers claimed to read more than they actually did. Young people read less than older, misusing out on business listings, labour relations, culture, and general service features, such as weather, obituaries and TV listings.

The survey had shown that three major types of reader existed—those who read to keep abreast of what is happening in the world (54 per cent. of total male reading activity); those who rely upon the newspaper for its human orientation and information for planning daily activities (12 per cent.); and those who care for little else but sport (8 per cent.).

Men were generally more influenced than women to start a story by such things as the headline, size, a photograph, or the length of the text. The position of a story on a page, or whether it was on a right hand or left-hand page, or whether it carried a by-line, was "of little consequence."

British editors may not yet enjoy similarly sophisticated techniques to measure the readership of their work, but there is increased activity in this area. In a major presentation on the promotional activities of Thomson Regional Newspapers, marketing manager Roger Holland commented: "Finding out what readers like and dislike, what makes them buy and cancel newspapers, has become increasingly important as our circulation revenue becomes a proportionately larger share of our total revenue."

This has led to editors making changes in the editorial and layout of the newspapers concerned.

MARKETING APPOINTMENTS

Managing Director London £10,000

Time Products Limited, a public company engaged in distributing such well-known watch brands as Sekonda and Longines and with its own chain of 70 Jewellery shops, seeks a Managing Director for a new subsidiary company which starts operations on 1 January 1977.

Reporting to the Group Managing Director the new man or woman is to be responsible for the national launch in the U.K. of a leading watch brand with a world-wide reputation and for the management of the Company.

This appointment is an opportunity for a person aged about 35 who has an exceptional record in sales management to the retail trade and mail order outlets. Proven experience and entrepreneurial flair are more important than academic or professional qualifications. Remuneration is £10,000 plus a Car and appropriate fringe benefits. Write in confidence with adequate Career details to Miss M. T. Stone, Personnel Services Division of:



Spicer and Pegler & Co.
Management Consultants,
3 Bevis Marks,
London, EC3A 7HL

Marketing Manager East Midlands from £8,000 + car

This new appointment is a key factor in the expansion of the total sales organisation in a specialised branch of the food production and distribution industry—providing for the demands of rapidly increasing home and overseas markets and anticipating the impact of doubling production capacity, planned for completion next year.

The prime requirement is a comprehensive understanding of food marketing and to have played a leading role in policy-making and the definition of objectives, strategy and tactics and the formulation of long-term sales projections.

The Company is the dominant market leader in its own field and the job offers exceptional career potential for executives with a professional knowledge of up-to-date marketing techniques, backed by creative ability and initiative.

Applications are welcomed from men or women who have wide experience of all aspects of consumer marketing.

PA Advertising

St. James's House, Charlotte Street, Manchester, M1 4DZ. Tel: 061-236 4531. Telex: 667958



A member of PA International

Guide to job ads

WITH BASIC unemployment over 13m, this is a good time for the Advertising Association to publish a report on recruitment advertising and the U.K. employment market. Called "Communications and the Job Seeker," and written by Roderick Braithwaite, chief executive of one of the largest recruitment agencies Charles Barker Recruitment. It is rather formally described as a "contribution to discussion at a moment when expert opinion is predicting a turnaround in the employment situation."

In 120 pages it makes the case for recruitment advertising, which is a £150m. business in a good year. According to Charles Barker research, up to 90 per cent of workers use recruitment advertising, and with 10m. people changing their jobs in a year this means a great deal of interest. Of course recruitment advertising is not flourishing in 1976—expenditure is around £75m. as against £102m. in 1975—but now there are signs of some improvement.

Braithwaite reckons that although unemployment will remain high for the next decade, companies will still find it hard to recruit the right staff. For example, in the last three months there has been a rise in unfilled vacancies.

The report costs £3 a copy and contains a wealth of information about what is a key advertising area, with examples of how the response to particular advertisements can be measured, and how recruitment advertising disciplines employers to define job specifications.

Michael Faraday

Guglielmo Marconi

400,000 sets later

We owe a lot to Michael Faraday, we owe a lot to Guglielmo Marconi. Faraday while Marconi virtually invented broadcasting. His first cross-wire transmission was between Rathlin Island and Ballycastle, Co. Antrim, in 1898.

Seventy-eight years later Ulster Television has another landmark — 400,000 sets now receive our programmes, nearly one and a half million people.

Thank you Mr Faraday, thank you Mr Marconi.

Ulster Television

Havelock House - Ormeau Road - Belfast BT7 1EB Phone 28122
19 Maryborough Road - London NW1 - 01-496 5211

A clever bid to reconcile the irreconcilable

BY DAVID FISHLOCK, SCIENCE EDITOR

A dangerous agreement

THE SETTLEMENT accepted by the National Union of Seamen yesterday is a mixed blessing. It is, of course, a great relief that there will not now be a strike. Such an event would not necessarily have been quite the devastating blow to the economy that a strike by the miners or the dockers can be, but it would certainly have done a great deal of damage. That danger, at least, is now averted. Yet the important question remains: at what cost?

The TUC and the Government maintain that the new deal does not breach the terms of the social contract, although it includes items that many people had not realised could be arranged within the terms of that contract. The Government itself is not happy about the forward commitment to concessions, "as soon as it is permissible under the pay policy," but it can be argued that each separate item in the new package can be referred to one clause or another in the social contract.

So far, so good. The trouble is that every other trade unionist will be aware of the details of the agreement reached with the seamen, and those who believe that they too qualify under the freshly publicised possibilities will naturally press their own claims. Most of the seamen's gains involve fringe benefits—although these are generally restricted to existing benefits, since what the NUS has won has been increases in those already paid, not new benefits.

Labour costs

To the extent that other workers now insist on increases in fringe benefits, and are given what they ask for, labour costs will rise. This is the first side-effect of the prescription for the seamen. There are others. The increase in fall-back payments—a form of guaranteed week—is the equivalent of a 60 per cent rise on that item alone; many

other groups of workers in a position not dissimilar to that of the seamen will be tempted to ask for at least as much. And the stretching of the language of the pay policy to previously undiscovered limits will doubtless strengthen the claim of the miners for a lower retirement age, which would mean a direct increase in the cost of their pensions.

This nibbling away of the policy is not the most dangerous of the side-effects. For what is most threatening of all is the fact that the seamen got their way—or part of it—after calling an official strike. They did not have to press the action; they won simply by showing everyone the size of their muscles. Other trade unions will read this in various ways; if the leaders still show an inclination to stick by the TUC's policy, then some of the followers might be less patient. It could be that much harder, for instance, for the AUEW to damp down wage demands from militant groups in the motor industry.

Disquieting

All these dangers are disquieting. It is true that there still stands the weight of Government and TUC opinion that the incomes policy must be maintained. The public mood is probably still largely in support of this. There is a great deal of difference between the busting of a pay policy that has lost popular support by a single powerful group like the miners and a complicated stretching exercise conducted at a time when so many people are beginning to realise that the economy could not stand another round of rapid wage inflation. Yet however carefully worded the settlement's terms may be, other interested groups will be studying them closely. It is not yet certain how they will react but the danger of a rush to break through the wage-restraint policy is clear.

M. Giscard abandons fine tuning

THE PURPOSE of the French economic measures announced yesterday is twofold. On the one hand, President Giscard and his new Prime Minister, M. Barre, are trying to forestall a major economic crisis, the threat of which has been accentuated by the drought and its harmful effect on French agricultural exports. On the other, they are trying to persuade the electorate that large-scale reform is under way, especially as it relates to the redistribution of wealth and the removal of inequalities. It must be open to question whether the two aims are achievable, at least within the time available.

Deadline

Time is limited because the political deadline is clearly the Parliamentary elections due in the spring of 1978. That means that the Government has little more than 18 months in which to reverse the trend of the cantonal elections earlier this year and the public opinion polls since, at lot which point to a Left-wing victory that would be profoundly embarrassing for President Giscard and might indeed make it impossible for him to govern.

The President thus has to seek to woo back towards the centre potential Socialist voters. The measures announced yesterday are designed to do this by raising the taxes on medium and high personal incomes and by reducing the rate of inflation. Taken together, they are something of a hotch-potch—a little bit of everything, but politically they may be significant in marking the end of the Giscardian preference for fine tuning. Clearly the social element is meant to be taken seriously. There is also an obvious invitation to the trade unions to wage restraint.

In effect, the unions are being told that the social reform has begun by placing higher taxes on the better off. At the same time, there will be an immediate rise in some consumer taxes (petrol, spirits, road tax), but a petasol price freeze until the end of the year and a freeze in public sector prices until the end of next March. Thereafter,

the latter will be allowed to rise by no more than 4.5 per cent a year, which is also to be the Government's target for inflation—against a current rate of around 10 per cent. The normal spur in prices when controls are removed is to be mitigated by a reduction in added value tax.

In return, the unions are being asked to accept wage settlements that would do more than maintain present living standards. No sanctions are to be applied, though in the public sector the Government could, and would probably be obliged to, stand up to industrial action if the unions pressed for more. In assessing the chances of success, it should be remembered that the left-wing parties and the trade union leaders do not have an interest in creating major disruptions. There is always the possibility that these would provoke a swing to the right, just as the events of May 1968 ultimately led to an increased Gaullist majority. Equally, the Left would probably not wish to come to power at a time when the economy was seriously out of hand. It is therefore possible that the labour situation will remain relatively quiet.

Investment

There is another part to the measures, however, which seems neither to fit the aim of reducing inequalities nor of fostering economic development. Industry is being asked to accept not only a price freeze, but also a rise in corporation tax. Although there is to be a state loan to encourage small and medium size companies to invest, it cannot be said that either the price controls or the tax increases will stimulate the investment climate.

On the right, the reaction is likely to be that the President is once again flirting with reform without having a solid base of support. On the left, there will undoubtedly be scepticism. There is something to be said for both views, and it may be that the best that can be attained is some stabilisation. There is some time for follow-through, but not much.

MEN AND MATTERS

Shrinking pools

The surprising thing about yesterday's news that Zettlers, the pools people, had taken over Copes, yet another pools firm, is that it hasn't happened earlier. Both companies are based in the City of London within a mile of each other; both originated just over 40 years ago when pools companies were springing up by the dozen; both are roughly the same size with turnovers in excess of £5m; and both appeal to the kind of punter who looks for a wider spread of his bet (25 lines for a penny as against just two from Littlewoods) rather than enormous dividends.

The comparisons can be pushed even further for Simon Zettler, who started the company with £1,000 he won in the Irish sweepstake, is still active at 78 while his contemporary, Alfred Cope, remains a director of his business. The only difference is that Zettlers, unique among the pools companies, has a public quote although members of the Zettlers family own the majority of the shares while Cope's is struggling with the problem of a private operation run by elderly owners.

The Zettler Copes merger makes the meetings of the Pools Promoters' Association even cosier—only the giant Littlewoods, with its £150m turnover, Vernons and Empire are left, along with Zettlers which also helped to rationalise things in 1972 by buying Soccer Pools. And to make things even cosier all the companies are run, in theory, by the men who started them many decades ago—especially Cecil Moores at Littlewoods and Vernon Sangster of Vernons.

The Zettler take-over makes it the third largest pool operator, but only a 15th of the size of Littlewoods. The main gains from the deal are in the savings on collectors and a rationalisation at the sorting end. The southern bias of both companies is a bit worrying (although

in spite of apparent complexity have on the whole worked effectively." Yet it calls for a new regulatory authority (invented in its last report in January when it examined the control of industrial emissions to the atmosphere) to take responsibility for radio-active emissions.

The Commission make no criticism of plans to reprocess other nations' spent nuclear fuel. It even rejects the Government's own stipulation earlier this year that U.K. contracts should reserve the right to return the highly radioactive waste—"environmental interests would not be served by the return of resulting wastes to the country of origin." Yet it

reactor—can certainly take heart from the large number of myths and falsehoods about nuclear hazards that the Royal Commission attempts to destroy. Its report acknowledges that the nuclear debate has "not always been well-informed" and that "sometimes relatively minor matters receive attention to the exclusion of others potentially more important."

In fact, the Royal Commission firmly rejects every major attempt over the past decade to condemn current U.K. nuclear practice as unsafe. It confirms that exposure of the public to radiation arising from the routine operation of nuclear power is "much less than that from the medical use of radio-

active substances in any single reactor is extremely small"; moreover, the "hazards posed by reactor accidents are not unique in scale nor of such a kind as to suggest that nuclear power should be abandoned for this reason alone." No reactor system is excluded from this judgment.

"Anyone who visits a nuclear power station can hardly fail to be impressed by the nature and scale of the enterprise and by the technical achievement that it represents," says the report. The Royal Commission unequivocally contrasts the situation it finds on nuclear reactor safety with the public hazards from major non-nuclear accidents in Britain, as exemplified by the explosion at Flix-

borough two years ago, which killed 28, and examined in the report to Government on major industrial hazards last week. On the subject of nuclear proliferation—a very serious problem that "will not go away by refusing to acknowledge it"—the report estimates that nuclear power, and hence the basic materials for nuclear weapons, is proliferating at a rate of about 14 nations per decade. It also welcomes the widely-criticised "secret" meetings in London between the principal exporters of nuclear technologies most closely associated with weapons.

What is more, the Royal Commission backs its case for rejecting all the arguments

able in a democratic society. But the commission also questions whether the kind of growth in U.K. energy under capacity—twentyfold by 2000 and four times as much again by 2030—which has been suggested in some quarters, will be needed at all. No section of its report, perhaps, better illustrates the ambivalence of the report. On the one hand it acknowledges that nuclear power is the only energy source that is sufficiently developed to be capable of supplying energy on a scale commensurate with the anticipated "energy gap" and on the timescale forecast. Then it goes on to argue that the U.K. should not be solely concerned with the energy requirements of the and other industrialised countries. U.K. energy policy, it thinks, should embrace such aspects as world poverty and the problems of underdeveloped nations.

It concludes that if CERN were delayed, Britain could afford to spend more on the alternative energy sources, including conservation, combined heat and power, and—astonishingly enough—thermonuclear fusion. By the same token, of course, Britain could also end up with no answer at all to the energy gap when it comes.

How seriously should anyone take this effort by a standing Royal Commission to pass judgment on a major aspect of U.K. economic and industrial policy? It is a unanimous report yet bears all the hallmarks of an ingenious endeavour: at once compromise between almost inconceivable factions within the commission in an effort on the part of its chairman to avoid minority reports. A report which, for the most part, is logically argued and meticulously presented, has been mischievously spiced with enough highly quotable phrases and contentious passages to assure nuclear energy's avowed opponents of widespread publicity for their crusade. As a contribution to policymaking, it founders when compared with the tame emotion-free presentation of the recent study of major non-nuclear hazards.

The central complaint is that although all is well now, we can be sure that technological progress will continue to match the demands placed upon nuclear power in the future. The Government's answer must surely be that, if the technology cannot match the demands, then nuclear energy's progress will inevitably be held back. That it will be up to the Government to ensure that the nuclear regulatory agencies, which, on the states, is anxiety that ultimately nuclear energy may demand security measures "so pervasive continue to do so in the decade to come.

British reactor generators

1. Britain led the world after the war with the Magnox power stations. Nine in Britain burn uranium nuclear fuel; cheap and efficient power sources; the "workhorses" of the British electricity system.
2. Five advanced gas-cooled reactors (AGRs) being built in Britain. Initially plagued by design and construction problems, but the first two stations now being run in at Hinkley Point, Somerset, and Hunterston, Scotland, working well and producing the cheapest power of any base-load power stations in Britain.
3. For the last two years Government has wanted the next generation of British nuclear power stations to be based upon the Steam Generating Heavy Water Reactor concept. Pilot reactor sited at Winfrith Heath, Dorset. Performance of the first AGRs makes it at least possible that the next station to be ordered may be to the same design, leaving SGHWR on the shelf.
4. Unlike the first three generations which burn up nuclear fuel, the fourth is expected to be of a radically different design—the fast breeder. If it works commercially this will be the ultimate power unit because it actually makes or "breeds" more fissile material than it uses. U.K. Atomic Energy Authority is running two prototypes at Dounreay, northern Scotland. The first is of 14, the second of 250 megawatts output. Authority now wants to build a full-scale commercial station.



Sir Brian Flowers (left) under whose chairmanship the commission prepared the report and his successor, Professor H. I. Kornberg.

Are you controlling Director of your Company?

IF SO, DO YOU KNOW that the Finance Acts 1970 and 1973 normally permit your Company to arrange Pension and Death Benefits on your behalf up to the following limits:-

1. A pension at selected retirement age equal to two-thirds of your final earnings? (Part may be taken as tax-free cash not exceeding 150% of final earnings).
2. A pension to your widow on your death after retirement of two-thirds of your pension?
3. A pension to your widow on your death before retirement of two-thirds of your prospective pension, plus a lump sum of four times salary (normally free of Capital Transfer Tax as is the widow's pension in 2 above)?
4. All pensions increasing at a rate not exceeding the cost of living measured by the Government's index of retail prices?

AND THE COST OF SUCH PROVISION IS ALLOWED AGAINST CORPORATION TAX AND IS NOT ASSESSED AS ADDITIONAL INCOME IN YOUR HANDS?

If you would like further information, write for our leaflet "Concessions for controlling Directors."

MORICE TOZER & BECK (Life & Pensions) LTD.

Registered Office: 27 Clements Lane, Lombard Street, London EC4A 4HH Tel: 01-623 7880

Pensions Centre: Overyby House, Onslow Street, Guildford, Surrey GU1 4SH Tel: Guildford 31212 and at Drury House, Water Street, Liverpool 2. Tel: 051-227 1281

Haute cuisine

A Hammersmith cafe offers the following menu: listed under "Main dishes" are egg and chips; egg, beans and chips; sausage and chips; sausage, egg and chips; and beans and chips. To protect itself against the dangers of such variety it adds the cautionary rider, "as available."

Memorabilia

I have previously referred in this column to the setting up of British Leyland's transport museum—more impressively entitled "The Leyland Historical Vehicles at Donnington Park." I must return to the subject,

The not-so-hidden cost of import controls

ARE two theoretical arguments that they appear cost less on a superficial view: imports are replaced by domestic output, total production grows by a multiple of the imports replaced, there is no exchange rate pressure on the cost of living, and extra resources are whistled up to meet real wage claims in a anti-inflationary way. It is unfortunate that the whole true cost of import controls, in curbing choice and competition and intensifying the British sickness, cannot be quantified.

But economists can quantify at least a few of the costs. In an article on April 1, I referred to work which was being done on the subject. This has now surfaced in the shape of a notable pioneer effort by two National Institute economists, Mr. R. A. Batchelor and Mr. A. P. L. Minford, which they have prepared for the Trade Policy Research Centre.

The search for a so-called dumping being intensified. The argument is that the Cambridge Economic Policy Group and the Left. This involves the across-the-board slashing of imports as part of a so-called "long, at least, as there is a little chance of a "flopping route being taken, the most likely is that of the gradual extension of the present lines. The deposits are a strong sterling looks like falling below \$1.70. The stir at this week's Labour-Liberal Committee was due to misunderstanding of Mr. Harman's reference to import targets which the would like the Sectoral Groups to prepare, and which the Department of Trade has obediently been some work. But if the of economic panic in the, the pressure to enforce targets will grow. The great temptation of con-

Projection

The authors begin with a schematic projection of the national accounts in 1980, of a now familiar kind, reproduced in the first table. It is assumed that any attempt to achieve "full employment" would lead to a \$30n. current payments deficit, assuming "constant competitiveness." The two options (apart from doing nothing or borrowing) appear to be further devaluation and import controls.

My own view is that this is an assumption too favourable to import controls; and that a restoration of the market mechanism in industry could lead to big improvements in competitiveness at an exchange rate which did no worse than reflect international differences in inflation. Moreover, the

TARIFF EQUIVALENT OF IMPORT CONTROLS

Cumulative deficit to be eliminated (per cent. of GNP)	Required tariff rate (per cent.)
0.5	6
1.0	12
1.5	18
2.0	24
2.5	30
3.0	36
3.5	42
4.0	48
4.5	54

Source: Batchelor and Minford

analysis ignores the attractiveness of a low wage country such as the U.K. would have for international private capital, if only a modicum of confidence could be restored.

Even within the conventional framework of the table, import controls have prima facie disadvantages. While devaluation involves across-the-board stimuli in proportion to international trading advantages, import controls would be a deliberate distortion and could not be removed in the 1980s without creating severe local pockets of unemployment.

The main deficiency of national income arithmetic which the Batchelor-Minford paper aims to remedy, is that it makes no estimate of the resource misallocation from producing goods at home which could be more efficiently obtained in exchange for exports in international trade. The method of measuring this loss is somewhat complex and involves the technical notion of "consumer's surplus." But the due to it is that import controls

are converted to hypothetical tariffs of equivalent effect, as a first step to quantifying the damage.

The authors assume in line with Whitehall that controls are imposed on consumer goods and on "light finished goods purchased by firms" such as tables, stationery or clothes. Import substitution of consumer-type goods is estimated on 1974 figures at 17 per cent. of the domestic market (21 per cent. for consumer goods narrowly defined). The imports in question make up 28 per cent. of total imports of goods or 5 per cent. of GDP equivalent to about \$50n. at 1976 values. The fact that in 1976 £1bn. happens to equal about 1 per cent. of GDP does help to grasp what the percentages actually mean.

The second table gives the authors' estimates, based on standard international trade elasticities, plus assumptions about the price response of domestic suppliers, of the extra tariffs required on these consumer-type goods to save

Alternative Medium Term Strategies for 1980

£BN, 1976 PRICES

Strategy	National Accounts				Current balances		
	Consumption	Investment	Exports	Imports	Terms of Trade	Constant prices	Current prices
A Unemployment + No corrective action	80	10	30	30	90	100	0
(Cost of A=unemployed labour)							
B Full employment + deficit	90	13	30	33	100	100	-3
(Cost of B=future repayment of debt)							
C Full employment + devaluation	84	12	34	32	100	90	+3
(Cost of C=terms of trade loss)							
D Full employment + import controls	87	13	30	30	100	100	0
(Cost of D=resource misallocation)							

Source: Batchelor and Minford

different amounts of imports. To save imports equivalent to 3 per cent. of GDP would require a tariff of 66 per cent. To save 4 per cent., which may be nearer to the Cambridge view would require tariffs of 260 per cent.

These tariffs are used to measure the misallocation of resources—consumers having to buy less preferred home goods which are likely to rise in price as a result, and producers being deprived of advantageous international trade opportunities. The costs rise more than in proportion to the import-saving target. The cost of import-saving equivalent to 1 per cent. of GDP would be 0.07 of GDP a year, the cost of saving 4 per cent. would be over 1 per cent. of GDP. We are talking about the calculable static damage; many economists would regard the true costs of a siege economy as likely to be far higher.

The main cost of the devaluation alternative is the terms of trade loss from cheapening exports relative to imports.

These costs are admittedly substantial in the short term. The terms of trade cost of removing a deficit equivalent to 1 per cent. of GDP is itself 0.4 per cent. of GDP a year; and it goes up in proportion. The cost of removing a deficit equivalent to 4 per cent. of GDP is 3.6 per cent.

Thus initially the annual devaluation cost is greater than the import control cost. But there is a crucial difference. The cost of import controls continues indefinitely, while the terms of trade costs of devaluation are temporary. This is based on "the law of one price" for internationally traded goods. For a temporary period, British and Italian refrigerators of the same cubic capacity can sell at different prices; and British producers have to lower their prices to sell more. But eventually "learning" by consumers and producers will eliminate price differentials for the same product.

Batchelor and Minford assume that the higher annual costs of

144 per cent. tariff would eliminate 80 per cent. of imported consumer goods. This would raise domestic prices by 7.1 per cent. A 28 per cent. devaluation, to achieve the same result, would raise prices by 7.6 per cent. It is, I hope, unnecessary, to emphasise that it is not the exact figures which matter but the demonstration that import controls do not magically escape the disadvantages of devaluation.

All these calculations make the extremely optimistic assumption that import licences would be auctioned to the highest bidder. This would minimise the damage from the controls and prevent the quota holders from reaping windfall profits. If, according to normal practice, licences were given on the basis of historical shares, the real costs would be higher; and either prices would rise in fringe markets, or queues and shortages would penalise the home buyer even more severely.

Delaying

Import deposits which are much more likely in the near future would be smaller both in their impact and in their damage. Their real disadvantage is that they would be yet another delaying tactic; and that there would be no foreseeable time when the deposits could be repaid. In the end there may yet have to be a choice between "doing an Erhard" and attempting a full scale siege economy.

"The Cost of Import Controls and Devaluation as Medium Term Policies. To be published soon by the Trade Policy Research Centre, 1, Gough Street, E.C.4A 3DEA, to appear at the end of October.

Letters to the Editor

Public sector pensions

Mr. A. Furse.
—Mr. K. G. Smith, the pension manager of British Steel, has kindly confirmed (letter 17) that BSC — and probably the other maligned industries — have no pension scheme which is indexed to rise with RPI. I am most grateful and find my statement (September 17) from "these increases are indexed and paid for from the company's profits" to be unfounded and will be for almost entirely by the industrial customers of BSC and assistance by the Government.

My pension increase which has not been paid for prior to 1975 is unfunded and to the topping up process necessary to keep a pension fund when it distributes increased "funding" its Orwellian speak. No insurance company will even quote for funding indexed pension in advance no actuarial would advise to.

Like the Post Office and the Rail can charge what it pays for its generosity. BSC's 1976 pension will be increased for the third time in October, and even its agreement with the union whereby it makes a replacement provision in addition to the cash flow to prevent it going on the Government or banks with Government funding for the funds to finance larger developments. What is terrifying is the sheer scale of the burden which is being placed on the nation as a whole. The Book Table 1/10. Employed by Sector gives the following figures for 1976:

	1976	1975
Population	54,000,000	53,000,000
Unemployed	1,200,000	1,100,000
Public corporations	2,000,000	1,900,000
Government	12,111,000	11,500,000
Local Government	7,200,000	6,800,000
Non-facilities	1,100,000	1,000,000
	29,100,000	27,200,000

Indexed increases paid the cost by Government. The cost of keeping quiet and being thought a fool, rather than speaking and leaving no possible doubt?

So why all the silence? Or is it a case of keeping quiet and being thought a fool, rather than speaking and leaving no possible doubt?

At the outset of this period readers will recall the British Government refused to extricate Rolls-Royce which had run into liquidity problems, not unlike those that faced Slater Walker and may dry up. High taxation on companies and individuals diminishes the amount of funds available for charitable purposes.

The real cost of our present situation is the realisation that we have protected the poor from Krupp over-extended itself the

Loaded with humbug

From The Editor, Plant Engineering and Maintenance.
Sir, Prof. Bryan Harvey, who chaired the "committee of experts" on industrial hazards (David Fishlock, September 14), and who is acknowledged as probably our leading safety expert, has done a magnificent job in preparing this report which should be closely studied for its recommendations.

But has anyone stopped to consider the cost? Prof. Harvey's job is safety and he is very well, but industry's job is to create wealth and the two objectives often clash. Management have a heavy responsibility in making decisions which may affect human lives and it has become fashionable to go to ridiculous lengths (and costs) to prevent accidents. Has anyone worked out what safety has cost in the nuclear power business? I am not suggesting that human life is unimportant but I am seriously questioning the balance of judgement as I feel we are getting loaded with humbug. About 7,000 people are killed on the roads every year and many times this number are injured, but no one has suggested that we should eliminate roads. But 28 killed at Flixborough has set off a chain of events which might inflict such penalties on the chemical industry that it will become uncompetitive in world markets.

My point is that while an industrial explosion is a spectacular tragedy, an economic disaster can cause far more human suffering but we are in danger of ignoring this because it is not so "newsworthy."

So why all the silence? Or is it a case of keeping quiet and being thought a fool, rather than speaking and leaving no possible doubt?

At the outset of this period readers will recall the British Government refused to extricate Rolls-Royce which had run into liquidity problems, not unlike those that faced Slater Walker and may dry up. High taxation on companies and individuals diminishes the amount of funds available for charitable purposes.

The real cost of our present situation is the realisation that we have protected the poor from Krupp over-extended itself the

At the outset of this period readers will recall the British Government refused to extricate Rolls-Royce which had run into liquidity problems, not unlike those that faced Slater Walker and may dry up. High taxation on companies and individuals diminishes the amount of funds available for charitable purposes.

The real cost of our present situation is the realisation that we have protected the poor from Krupp over-extended itself the

Overseas trade fairs

From the chairman, Export Council for the Jewellery and Giftware Industries.
Sir, I feel that you may wish to bring to the attention of your readers the recent decision of the British Overseas Trade Board to constrain the financial assistance to exporters participating in Trade Fairs overseas.

Participating in these Trade Fairs is the very foundation of our industries' exporting efforts and in an industry which contains a large proportion of small manufacturers, it is with considerable alarm that we learn that we are expected to cut back 25 per cent. on the number of Trade Fairs in the forthcoming financial year 1977-78.

This year has been officially designated Export Year and with this in mind we can hardly expect our industries to put their "backs into it" with the knowledge that official encouragement and support will restrict their efforts in the forthcoming financial year.

Sir, W. Spacey.
Saint Dunstan's House, Carey Lane, E.C.2.

From The Prospective Parliamentary Candidate, Hammersmith North, Conservative Association.
Sir, It is a curious reflection upon the mentality of Frank Field (September 20) that he and others should campaign for the "cost" of tax allowances to be investigated as part of a scheme to squeeze further funds "to pay for reform."

Surely he realises that while we are in our present struggle against inflation none of us can afford to improve our standard of living; not the low wage earners, not the medium wage earners, no one. The tax system, which may be seen as an engine of poverty for an increasing army of the low paid, is just as efficient, indeed more so, as an engine of poverty for the diminishing army of the once high paid. For this reason, significantly, the contributions to charity are diminishing and may dry up. High taxation on companies and individuals diminishes the amount of funds available for charitable purposes.

The real cost of our present situation is the realisation that we have protected the poor from Krupp over-extended itself the

Abolish the Whips

From Mr. T. Wise.
Sir, Mr. David Steel's speech at Llandudno was a great personal success, re-establishing the crusade for a more free, equal and caring society, tenets most dear to all Liberal hearts. He was loudly and rightly cheered when he said that liberals must not be afraid to "roll their hands" in a coalition, if the circumstances are right.

It should not be overlooked, however, that under the present electoral system a situation could arise where following a general election the party might find itself in a position to share power with either the Labour or Conservative party at the same moment in time. With proportional representation this situation could arise at every general election. It is precisely for this reason that neither of the two main parties will grant PR to the Liberals unless the party gives up its radical position.

Therefore, it must be faced that PR is not attainable unless the Liberal Party wins a general election outright—and would we want it then?

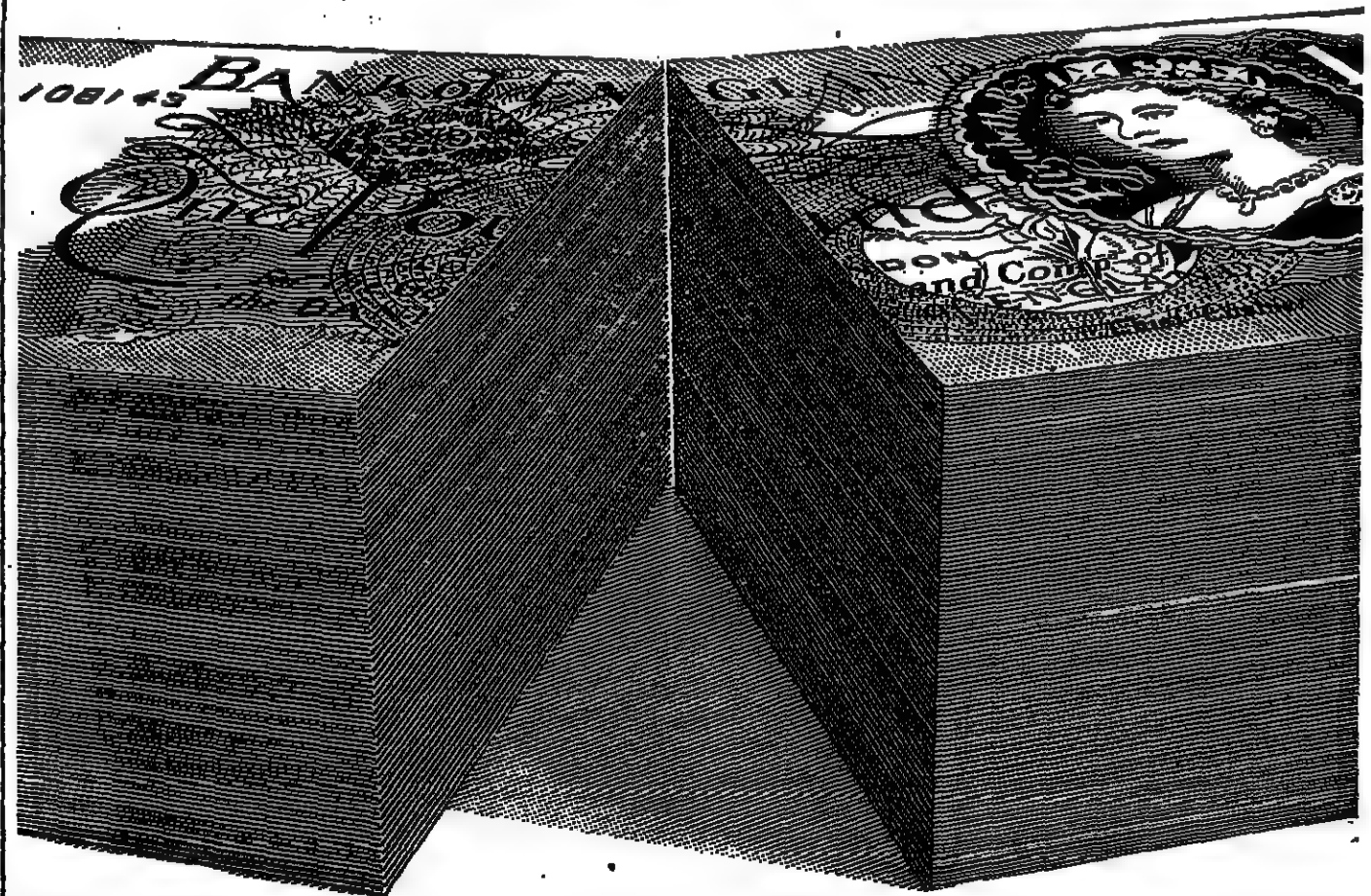
Looked at from this point of view the demonstration mainly by the Young Liberals against a coalition takes on a more realistic aspect and should not be too readily dismissed as "youthful idealism."

Finally, it might be time for Liberals to consider more carefully Jo Grimond's advice that "Liberals should not be afraid to bust the system" and apply it to party reform rather than election reform or devaluation. The abolition of the Whips Office would do more to restore public and regional confidence in central government than any other single act.

T. M. Wise.
Yew Tree Cottage, Crawley Down Road, Felbridge, Sussex.

Keep the coal in the ground
From Mr. R. Buckle.
Sir, The National Coal Board's proposal to mine coal in the Vale of Belvoir, an area of outstanding natural beauty, calls for immediate national debate.

The Board has suggested that the coal could be usefully exported for the benefit of the balance of payments. This is therefore essential to the economic interests of the country and demolishes the case for mining.



New idea? NRDC can halve the development cost.

If your Company has a viable new technical idea, now's the time to develop it, ready to take full advantage of the national recovery as it arrives. NRDC can shoulder half the cost and take half the risk. You will keep full control of the project and you won't have to pay a penny for the money until sales revenue is generated. Contact NRDC now. Write to the National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL. Better still, ring Brian Mann on 01-828 3400.

NRDC For the finance a good idea deserves.

ISSUE NEWS AND COMMENT

Chalmers returns to the market

The prospectus is published today in connection with the re-issuance of £250,000 of preference shares by Chalmers Holdings. The company is forecasting profits of £1.5m for the year to December 31, 1976, a 10% increase on the £1.35m of 1975.

Chalmers shares were suspended at the company's request last July until details could be published of its reverse takeover of Downhills Holdings.

Since the sale of its paper processing division in 1975 the original Chalmers group confined its activities to import manufacturing and metal manufacturing. Downhills is involved in three principal areas of operation: profile cut steel, pipe flanges and steel plate.

The directors state that the combination of Chalmers and Downhills will create a strong and effective engineering and metals group. Further expansion is planned with the completion of a new factory in Bolton this month. Half of the 27,000 sq. ft. available will be used for profile cut steel and flange manufacturing and the remainder will be used by Chalmers division.

The trading record for Chalmers is cyclical with a £231,000 loss in the year to February 1972 turning round to a £300,000 profit in 1973-74, and dropping down to £52,000 in 1975-76.

Profits at Downhills, meanwhile, have steadily increased from £4,500 in 1972 to £33,000 in 1975.

The first half of 1976 produced pre-tax profits of £237,000 for the combined group, a 10% increase on the £215,000 of the year to December 1975.

For the combined group, the year to December 1976 is forecasted at £1.5m, a 10% increase on the £1.35m of 1975. On this basis, the dividend of 3.2p per share, which was suspended at the time of the takeover, will be paid.

Merchants bankers to the company are Messrs. Peat Marwick Mainwaring & Co. and Messrs. N. J. & J. J. Peat.

Dealing will commence next Tuesday.

● **comment**
No doubt the original Chalmers rating suffered because of cyclical profits record, but it is the business has been absorbed into the larger fast growing operation of Downhills.

The company, whose ultimate parent is Concor Finance Corporation, is still actively pursuing the policy announced in 1975 of broadening its interests in retail, service and leisure industries, says Mr. Connor.

Despite the improvement in profits, no dividend will be paid last year. The directors intend to restore dividends in respect of the current year's trading, Mr. Connor says.

It is intended to change the name of the company to Far Castle Securities at the forthcoming annual meeting.

Mr. W. J. Connor, secretary of the Board of Directors, said that the company's 1975-76 General Meeting, which will be held on October 15, will be a landmark event in the company's history.

As known pre-tax profits fell from £273,000 to £219,000 in the year to March 31 after higher interest charges of £202,000 (£191,000). The dividend is 4.85p (£4.85p) net.

A statement of source and applications of funds shows a decrease in bank overdraft of £280,000 (£280,000 increase) in the year to March 31, 1976.

Mr. L. J. Connor has indicated his intention to resign from the company in the near future, Mr. Connor says.

● **comment**
The company's 1975-76 General Meeting, which will be held on October 15, will be a landmark event in the company's history.

As known pre-tax profits fell from £273,000 to £219,000 in the year to March 31 after higher interest charges of £202,000 (£191,000). The dividend is 4.85p (£4.85p) net.

A statement of source and applications of funds shows a decrease in bank overdraft of £280,000 (£280,000 increase) in the year to March 31, 1976.

Mr. L. J. Connor has indicated his intention to resign from the company in the near future, Mr. Connor says.

● **comment**
The company's 1975-76 General Meeting, which will be held on October 15, will be a landmark event in the company's history.

As known pre-tax profits fell from £273,000 to £219,000 in the year to March 31 after higher interest charges of £202,000 (£191,000). The dividend is 4.85p (£4.85p) net.

A statement of source and applications of funds shows a decrease in bank overdraft of £280,000 (£280,000 increase) in the year to March 31, 1976.

Mr. L. J. Connor has indicated his intention to resign from the company in the near future, Mr. Connor says.

● **comment**
The company's 1975-76 General Meeting, which will be held on October 15, will be a landmark event in the company's history.

As known pre-tax profits fell from £273,000 to £219,000 in the year to March 31 after higher interest charges of £202,000 (£191,000). The dividend is 4.85p (£4.85p) net.

A statement of source and applications of funds shows a decrease in bank overdraft of £280,000 (£280,000 increase) in the year to March 31, 1976.

Mr. L. J. Connor has indicated his intention to resign from the company in the near future, Mr. Connor says.

● **comment**
The company's 1975-76 General Meeting, which will be held on October 15, will be a landmark event in the company's history.

As known pre-tax profits fell from £273,000 to £219,000 in the year to March 31 after higher interest charges of £202,000 (£191,000). The dividend is 4.85p (£4.85p) net.

A statement of source and applications of funds shows a decrease in bank overdraft of £280,000 (£280,000 increase) in the year to March 31, 1976.

Mr. L. J. Connor has indicated his intention to resign from the company in the near future, Mr. Connor says.

● **comment**
The company's 1975-76 General Meeting, which will be held on October 15, will be a landmark event in the company's history.

As known pre-tax profits fell from £273,000 to £219,000 in the year to March 31 after higher interest charges of £202,000 (£191,000). The dividend is 4.85p (£4.85p) net.

A statement of source and applications of funds shows a decrease in bank overdraft of £280,000 (£280,000 increase) in the year to March 31, 1976.

Mr. L. J. Connor has indicated his intention to resign from the company in the near future, Mr. Connor says.

COMPANY NEWS + COMMENT

Laporte recovers to £5.27m. at halfway

FIRST HALF 1976 sales of Laporte Industries (Holdings) expanded from £28.07m. to £29.96m., and pre-tax profit recovered from £1.24m. to £5.27m., and is in excess of the depressed £4.28m. for the year to December 31, 1975.

Earnings per 30p share for the six months increased from 1.65p to 6.44p and from 1.90p to 6.37p after extraordinary items.

The interim dividend is stepped up from 1.2p to 2.1p net per share. Last year's total was 3.6p, compared with 4.95p for 1974 when the profit was £10.1m.

The results achieved in the first half are primarily due to an upturn in demand for the company's products and to the continuing efforts which have been made to contain costs and improve efficiency and productivity, the directors state.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

HIGHLIGHTS

The first half at RTZ is in line with expectations with a big recovery resulting from higher copper prices and a turnaround in lead and zinc production. Laporte has also shown a big recovery with demand boosting production levels while for the full year a considerable increase in profits is expected. Lex also takes a look at the latest developments in the Tate and Lyle bid for Manbre and Garton. Booker McConnell, with a good first half under its belt, has now upgraded its original estimate of a small decline to some growth. Central Wagon has shown a considerable turnaround from the losses of the previous six months with stock profits playing a useful role. Elsewhere Zetters has acquired Copes Pools but in its own first-half figures there is a noticeable drop in pools business.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

With only minor exceptions, the profitability of every product increased. The peroxynitric business (Interox) processed well and demand for titanium dioxide pigments, phthalic anhydride and other products was strong.

"We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory and will show the considerable progress made by your company in 1976," the directors add.

The increase in demand substantially occurred outside the U.K. The group also benefited from movements in exchange rates.

and perhaps 1p net, giving a 6.6 per cent. gross yield, is a more realistic expectation.

Tilbury Contracting just ahead

ON TURNOVER up from £13.58m. to £13.5m., pre-tax profits of civil engineers etc. Tilbury Contracting Group show a marginal rise from £1.14m. to £1.14m. for the first half of 1976. Profits for all of 1975 reached £2.05m.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.

The immediate future for the contracting and services companies looks problematical, due to difficulty in securing sufficient new contracts, coupled with constant pressure on margins.

There will be no taxation payable in respect of the interim results, due to the possible utilisation of losses brought forward, arising from stock relief, a transfer to deferred taxation may be necessary at the end of the year. The figure cannot be quantified at this time.

Associated companies have not been included in respect of the half year as their results are not available, he adds.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.

The immediate future for the contracting and services companies looks problematical, due to difficulty in securing sufficient new contracts, coupled with constant pressure on margins.

There will be no taxation payable in respect of the interim results, due to the possible utilisation of losses brought forward, arising from stock relief, a transfer to deferred taxation may be necessary at the end of the year. The figure cannot be quantified at this time.

Associated companies have not been included in respect of the half year as their results are not available, he adds.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.

The immediate future for the contracting and services companies looks problematical, due to difficulty in securing sufficient new contracts, coupled with constant pressure on margins.

There will be no taxation payable in respect of the interim results, due to the possible utilisation of losses brought forward, arising from stock relief, a transfer to deferred taxation may be necessary at the end of the year. The figure cannot be quantified at this time.

Associated companies have not been included in respect of the half year as their results are not available, he adds.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.

The immediate future for the contracting and services companies looks problematical, due to difficulty in securing sufficient new contracts, coupled with constant pressure on margins.

There will be no taxation payable in respect of the interim results, due to the possible utilisation of losses brought forward, arising from stock relief, a transfer to deferred taxation may be necessary at the end of the year. The figure cannot be quantified at this time.

Associated companies have not been included in respect of the half year as their results are not available, he adds.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.

The immediate future for the contracting and services companies looks problematical, due to difficulty in securing sufficient new contracts, coupled with constant pressure on margins.

There will be no taxation payable in respect of the interim results, due to the possible utilisation of losses brought forward, arising from stock relief, a transfer to deferred taxation may be necessary at the end of the year. The figure cannot be quantified at this time.

Associated companies have not been included in respect of the half year as their results are not available, he adds.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.

The immediate future for the contracting and services companies looks problematical, due to difficulty in securing sufficient new contracts, coupled with constant pressure on margins.

There will be no taxation payable in respect of the interim results, due to the possible utilisation of losses brought forward, arising from stock relief, a transfer to deferred taxation may be necessary at the end of the year. The figure cannot be quantified at this time.

Associated companies have not been included in respect of the half year as their results are not available, he adds.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.

The immediate future for the contracting and services companies looks problematical, due to difficulty in securing sufficient new contracts, coupled with constant pressure on margins.

There will be no taxation payable in respect of the interim results, due to the possible utilisation of losses brought forward, arising from stock relief, a transfer to deferred taxation may be necessary at the end of the year. The figure cannot be quantified at this time.

Associated companies have not been included in respect of the half year as their results are not available, he adds.

The chairman, Mr. P. Edge-Partington says profits were maintained despite the exceptionally difficult conditions in the construction industry in the circumstances the order book may be regarded as satisfactory, he adds.

The interim dividend is lifted from 5.5p to 6p net per £1 share. Last year's final was 11.03p.



Sir George Bishop, chairman of Booker McConnell, who yesterday reported first-half profits up from £5.79m. to £6.71m.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corre- sponding div.	Total for year	Total last year
Bank of Scotland	4.87(C)	—	4.43	—	2.87
Booker McConnell	2.9	Jan. 4	2.4	—	5.76
Brixton Estate	1.28	—	1.12	—	1.71
Central Wagon	Nil	—	0.6	—	0.6
Empire Plantations	0.65(B)	—	0.65	0.62	1.65
Finlay Packaging	0.45	Nov. 5	0.45	—	0.98
G. R. Francis	3.17	—	1.58	3.17	1.58
Laporte	2.15	Nov. 29	1.2	—	3.6
Maynards	3.19	Nov. 28	2.73	4.34	2.54
Newbury Group	Nil	—	—	—	—
Readymix	1.11	Oct. 37	0.98*	—	4.83*(A)
Rio Tinto Zinc	3.18	—	3.64	—	5.42
Thorncliffe Growth	1.26	Nov. 4	1.26	1.88	1.88
Tilbury Contracting	6	Oct. 31	5.5	—	16.58
Ward White	0.5	Nov. 28	0.6	—	0.25
Wansle Colliery	5.0(4)	—	7.5	0.3	0.3
		(d) Rhodesian cane			
Zettlers	1.04	—	0.95	1.04	0.95

BIDS AND DEALS

Tate increases Manbré stake to 42%

Tate and Lyle greatly enhanced its chances of success in the contested bid to take over sugar refiners Manbré and Garton by further heavy purchases of Manbré shares in the market yesterday. Tate now has 41.9 per cent of the Manbré capital, represented by 10,037,324 shares. Of this figure, acceptances amount to 1,068,133 shares, and the remaining 8,971,211 shares have been bought in the market over the past two days.

The increased offer of 200p cash per share announced on Tuesday, which now appears to be shaking out the institutions, has been formally extended to October 3. This is the last day possible under the maximum 80 days period allowed under the City Code on Takeovers and Mergers.

The offer is conditional on acceptances in excess of 50 per cent. Tate now says that "in no circumstances will this increased offer be further increased, however, remained in defiant mood and attempted to stanch the flow of sellers by confirming that the group expects to make pre-tax profits of around £10m in 1976-77. It further stated that, if the forecast is borne out, it will pay a dividend of 15p per share net for that year. Full details of this forecast are to be published next week, although a statement to shareholders will be sent out in advance of that document.

Manbré shares were unmoved yesterday as Tate's bid, Tate and Lyle jumped 15p to 230p.

See Lex

RANK'S NEW OFFER FOR H. A. O'CONNOR

Rank Organisation, through its Singapore subsidiary, RAV Asia is making a new bid for the 88 per cent of H. A. O'Connor, which it does not already own. The offer price is \$130 per share which places a value of \$2.5m on the company.

Rank has numerous interests in common with O'Connor including the distribution of film and TV studio and production equipment and photographic and audio-visual products.

It is intended to widen O'Connor's product base by introducing lines which will be complementary to O'Connor's existing agencies. Further working capital will be made available for this as necessary for the foreseen expansion to be achieved.

Rank is the fourth bidder for O'Connor, since bidding started nearly five months ago with an offer of 98p. Hutchison International earlier this month raised its bid from \$110 to \$131.

BANK OF IRELAND PURCHASE FROM LLOYDS & SCOTCH
Bank of Ireland Finance is to acquire a 75 per cent. holding in International Factors (Ireland) and in Lawrie Factors from Lloyds and Scottish which will retain a 25 per cent. interest.

International Factors, with offices in Dublin, is engaged in non-recourse factoring and in invoice discounting in the Irish market. It is owned as to 100 per cent. by International Factors Ltd., which has its headquarters at Brighton, and is one of the largest factoring companies in the U.K.

International Factors is, in turn, owned as to 75 per cent. by Lloyds and Scottish, the quoted finance group from Edinburgh whose major shareholders are Lloyds Bank and the Royal Bank of Scotland. The First National

Bank of Boston owns the remaining 25 per cent. of International Factors Ltd.

Lawrie Factors is the Irish subsidiary of Alex Lawrie Factors, the leading U.K. group in re-course factoring, which was recently acquired by Lloyds and Scottish.

International Factors (Ireland) and Lawrie Factors will in due course merge their interests and will operate from the same headquarters at Hume House, Ballsbridge, Dublin, under the name of International Factors (Ireland).

Zettlers pays £586,500 for Copes
Zettlers Group, the only publicly quoted football pools company, has taken over the goodwill of Copes Pools, a private company, for £586,500. The enlarged group will be third in size among the pools companies, behind Littlewoods and Amalgamated, which will still be by far the largest.

The acquisition involves virtually no assets, apart from a certain amount of office equipment and printing machinery.

The two companies are both similar in size, generating a turnover of in excess of £5m apiece. Profits are also expected to be broadly similar, though there are no precise figures for Copes.

The main benefits of the merger are expected to accrue through the enlarged collector service. In many cases the companies operate in different areas. It is expected that this will attract the customers who have been faced with the higher postal costs and the postage on postal orders.

Zettlers has so far paid £300,000 towards the acquisition price. A further £286,500 in three equal instalments of £95,500 will be payable on October 30 in the years 1977-79. The remaining £51,500 will be payable in the form of 307,500 Zettlers shares.

Zettlers also announced yesterday a pre-tax profit of £380,831 for the year ending March 31, 1976, which compares with £371,233 in the previous period. Turnover amounted to £5,664,558, against £5,242,744.

The group is proposing an annual dividend of 1.04p net compared with 0.94p.

The company puts the fall in profits down to the fierce increase in postal charges, together with higher overhead expenses.

The pools division has apparently started the season well and the benefits of the Copes acquisition are expected to start coming through in the second six months. The bingo division, however, attracted poor attendances due to the exceptionally hot weather.

comment
Zettlers' acquisition of Copes is a logical move for both companies. For Copes a takeover probably represented the only way in which it could gain some control over the market for the current state of the market for lotteries. For Zettlers the deal improves its competitive edge by adding the need to offer higher prize money as the industry's main gain market share; gross stakes on the football pools were 3 per cent. lower last year. Copes should bring in an annual contribution similar to Zettlers own football pools and with the acquisition's best five months still to come the combined group should see a substantial rise in earnings per share this year. With other small pools companies still looking for ways into the stock market

Zettlers' takeover plans are still active while it is always possible that Zettlers itself could represent a stock market vehicle for one of the giants—Vernons recent unsuccessful link with Ladbroke's may show which way the wind is blowing. In the meantime the shares at 21p yield 8 per cent.

Morris hits back at Babcock bid
Crane manufacturers Herbert Morris hit back swiftly yesterday at the 120p per share cash bid from Babcock and Wilcox, stating that "the bid from Babcock, if successful at the present price, would gain the purchase of Morris assets at a discount."

Morris, which only recently successfully fought off a takeover bid from Amalgamated Industrials, is now expected to rally employees and trade union opposition against Babcock, which bought Amalgamated's holding of 37.7 per cent. in Morris prior to its offer.

The Amalgamated bid failed after an investigation by the Monopolies Commission and Morris is to approach the Office of Fair Trading, which advises the Secretary of State for Prices and Consumer Protection on such matters, to ask for another intervention. It could take at least three weeks for the OFT to reach a decision.

The statement from Morris argues that it is "the only substantial independent crane company in the U.K. and that it is the only company investing heavily in a 22m programme has just been announced—recruiting labour and expanding into new markets."

It goes on to say that the Babcock interim report mentioned that the Rowntree plant was facing redundancies and that "therefore it is a matter of concern to Morris employees that this plant could in fact produce Morris products and equipment."

However, Mr. John King, the chairman of Babcock, said last night that he would be prepared to give assurances that there would be no question of moving the works to Rowntree and that under Babcock control, the company would be allowed to trade in Loughborough and under the Morris name.

After the hostile reception to the bid, the next step will be for Babcock to go straight to shareholders. An official document will go out next week.

ICH-METROPOLE
Acceptances in respect of International Combustion (Holdings) offer for Metropole Industries have been received in respect of 676,341 Preference shares and 80,644 Ordinary, including the 88,795 Preference and 42,318 Ordinary held by ICHL prior to offers and purchased during offer period.

ICHL now owns 788,138 Preference (88.3 per cent.) and 672,862 Ordinary (83.7 per cent.). Both Preference and Ordinary offers remain open.

SOLICITORS' LAW
Solicitors' Law Stationery Society has reached agreement with McCorquodale and Co. to acquire from them the outstanding 10 per cent. interest in Overseas. This acquisition will result in Overseas becoming a wholly-owned subsidiary of Solicitors' Law.

Consideration is to be satisfied by the issue, subject to listing being granted by the Stock Exchange, of 294,381 Solicitors' Law Ordinary shares.

Mr. Tanabe, however, spoke bluntly about the Pilbara's poor industrial record, noting that Japan bought iron ore from all over the world and that Australia

MINING NEWS

RTZ half-year profits doubled at £33m.

BY KENNETH MARSTON, MINING EDITOR

SPARKLING net earnings of £33m. for the first half of 1976 reported by the Anglo-American company with only £16m. for the same period of 1975 and are not so very far short of the £38.6m. earned for the whole of that difficult year. A higher interim dividend of 3.15p which reflects the maximum permitted increase for this year, goes against 3.64p last time and the 1975 total of 5.32p.

The latest half-year earnings equal 13.07p per share and match sharemarket expectations following the results already reported by the international group's major subsidiaries. Notable among the last-named was Conzinc Rhotondo of Australia with a 48.7 per cent. advance in six-month profits.

Other major factors in the rise of the parent company's latest earnings have been the improved copper price and the depreciation of sterling. It is pointed out that about 20 per cent. of the net profit increase reflects lower exchange rates used to translate the results of overseas subsidiaries.

RTZ goes no further than to forecast that current half earnings should be no less than those for the first six months, given a continued modest recovery in local economies and a maintenance of metal price levels. This, however, will be regarded as conservative, as the copper price—£1.2533 per tonne yesterday—bodes to comfortably exceed the first-half average of £1.14 and that the Pilbara mine's copper shipments should be higher.

The share price of RTZ, however, tends to be overshadowed by U.K. industrial share market in-

fluences and yesterday it closed at 178p. Ironically this puts a value on this buoyant overseas earner of about £400m., or \$788m. It would cost well over £10m. to-day to open up a mine similar to the big mining and industrial group's Bougainville copper-gold operation alone.

	1976	1975
First half	32.0	28.0
Operating profit	193.3	119.3
Interest on loans	14.4	12.7
Dividends and interest	14.4	12.7
Shareholders' funds	141.3	84.1
Interest payable	14.4	12.7
Profit before tax	118.8	76.7
Tax	35.3	48.8
Minorities	35.3	48.8
Attributable RTZ	32.0	28.0
Dividends	17.8	16.6
Earnings per Ord. share	13.07	6.89

See Lex

Blyvoor banks on uranium

LIKE other gold producers, the Barlow Rand group's Blyvoor-aught mine is living through leaner times. The chairman, Mr. J. C. Petersen, warns that in the absence of a substantial rise in the bullion price during the next two years, the dividend will have to be "substantially below the cents (0.16p) paid for the year to last June."

Mr. Petersen also points out that South Africa's increases in tax surcharge and loan levy are "heavy drains" on cash resources, adding that if the repayable levy is taken into account the State's effective claim on marginal mining revenue amounts to 73.98 per cent.

Goldsworthy 'C' priced out of iron ore race

A STEER reminder that inflation is not "the who pays the piper calls the tune," comes with the result of the race of Western Australia's Pilbara iron ore giants to secure a new project.

Commenting that prices of ore from proposed new mines were 70 to 80 per cent. higher than from existing operations, Nippon Steel's Mr. Saburo Tanabe dashed hopes, at least in the short term, of opening up the Gold Fields group's Goldsworthy "C" mining area and the Texasgulf-Hanwha-Marx operation.

Instead, the Anglo-Tinto-Zinc group's Hamersley has secured contracts for an extra 6m. tons of ore per year starting in 1979 and is to spend \$4,250m. (£180m.) on expansion. The Robe River operation, in which CIMB's Western Australia Mining is a partner, is to ship a further 3m. tons of pellets a year which will involve a capital outlay of about \$60m.

Also in the picture, reports our Perth correspondent, is the Mount Newman operation of Broken Hill Proprietary, CSR and Amax. The latter operation has reached agreement in principle for a development of similar magnitude and type to that of Hamersley, according to the Western Australian premier, Sir Charles Court.

"This is the beginning of a new era of iron ore development," he added.

Mr. Tanabe, however, spoke bluntly about the Pilbara's poor industrial record, noting that Japan bought iron ore from all over the world and that Australia

had the worst labour problems. He offered no immediate solution to the problem of bridging the gap between current ore prices and those needed to justify the investment in new projects.

Mr. Tanabe described as "too extreme" a suggestion that Japanese order books were closed and that Australia was pricing herself out of the market. He said that the Japanese were prepared to offer equity in new projects and were looking to the Australian Government to help with infrastructure and continued favourable tax measures. He was as hopeful as the picture, however, would be forced out of business when his Goldsworthy, Shay Gap and Sunrise Hill reserves were depleted in 1980.

LOW GOLD PRICE HITS ASA
The Johannesburg-based value for American investment in South African mining companies, ASA, has suffered a diminution in the value of its investments in the wake of the lower bullion price and the smaller dividends of the gold mining companies. Net assets were £12.58 (£3.19) per share on September 16, compared with £10.65 on August 31 and £16.17 at the end of July.

Net investment income for the nine months period ended August 31 was £8.14m. (£3.39m.), compared with £10.57m. in the first nine months of the previous financial year.

Despite the difficulties of the gold miners, ASA has left its portfolio of gold mining companies intact and has bought 12,000 shares in Randfontein worth £114,400 (£73,711) at the end of August.

In the period between May 31 and August 30, ASA bought shares worth £721,430 (£477,465) at end-August valuations in Bishopsgate Platinum, Consolidated Murphree, South African American and Transvaal Collieries. Shareholdings in Anglo American Coal Corporation and Transvaal Consolidated Land and Exploration have slightly increased. Total net assets at the end of August were £102,28m. (£67,69m.), compared with £155,26m. at the end of May.

HIGHER PROFIT FROM WANKIE
A stock that might be expected to respond sharply to any settlement in Rhodesia is the Anglo American Group's coke and coal producer, Wankie Colliery, which announces higher dividends for the year to the end of August on the back of pre-tax profits up by just over a third.

The final dividend is 5 Rhodesian cents (4.77p), making a total for the year of 61 cents (6.89p) against 51 cents in 1974-75. Pre-tax profits for 1975-76 have moved up to \$8h.375m. (£3.43m.) from \$8h.275m. the previous year, with the mine gaining the benefit from an expected modest increase in demand.

Present regulations mean that dividend payments due to U.K. residents must remain in Rhodesia. But Rhodesian regulations permit the investment of funds held on blocked accounts there in interest-bearing savings and fixed deposit accounts. The shares were 46p yesterday.

MERCANTILE TRUST
The Mercantile Investment Trust has repaid part of the European currency loan made by the National Westminster Bank. The remaining portion, amounting to £38m., has been removed to June, 1977.

Brixton Estate up to £0.96m. midway

GROSS profit, before tax, for the first half of 1976 of Brixton Estate rose from £772,000 to £963,900 after rent and interest on developed properties—of £231,000—were advanced for a substantial pre-let. In Germany construction of the first three warehouse units on the 12-acre site at Erkrath, near Düsseldorf, is almost complete.

Gross interest on current developments amounting to £254,000 (£297,000), which will be the subject of an appropriate transfer from Capital Reserve in the final accounts has been excluded.

The directors feel the inclusion of a figure for tax at this stage might be misleading as credits for additional capital allowances depend on the timing of the company's development programme and its new property purchases. The interim dividend is raised from 1.17p to 1.225p net per 25p share, absorbing £297,226 (£311,114). Last year's total was £1,709,514 from pre-tax profits of £988,000.

The directors say there has been a definite improvement in the property investment market in 1976 with yields falling. On the other hand, the letting market is still sluggish and interest rates have remained consistently at high levels.

The encouraging factor so far as Brixton is concerned is that as industrial leases become due for review substantial rental increases are being negotiated. This will be of considerable benefit to profits over the next few years. Funds are available at present time for all existing commitments, members are told.

Construction has started on the newly acquired 9-acre site at Egham which is being developed as a major warehousing centre. Further lettings have taken place on the 100-acre industrial estate at Dunstable and development has once again commenced following the recent abolition of the Capital Gains Tax on first lettings.

In Belgium, letting of the 120,000 square feet air-conditioned office block in Avenue Louise, 1974's interim of 41 cents per Brussels, continues. The first share

three units of the industrial estate on the Liege Motorway near Brussels are currently being marketed and negotiations are well advanced for a substantial pre-let. In Germany construction of the first three warehouse units on the 12-acre site at Erkrath, near Düsseldorf, is almost complete.

In Australia, despite the over-supply of office buildings in Melbourne, the 22-storey air-conditioned office block is letting satisfactorily. A small office block and a development site, both in Perth, have recently been sold realising a profit over their aggregate book value.

comment
Brixton's shares rose 1p to 65p yesterday where the maximum yield is 4 1/2 per cent. against the sector's average of 3 1/2 per cent. The group has drawn on £1m. of its £5m. facility from Royal Insurance at 11 per cent., which is favourable in the current market. This raises total debt to £38m. against shareholders' funds in the last accounts of £34.5m.

SULL Brixton is involved in the best sector of the property market, with prime industrial property yielding around 8 1/2 per cent. and substantial reversions to come. There is an active but burdensome development programme and the unit part of the portfolio is reducing rapidly.

Int. Combustion Africa
A recovery to a pre-tax profit of £44,000, after a loss last year of £488,000, is reported by International Combustion Africa for the six months to June 30, 1976. No interim dividend (same) is to be paid.

Turnover increased to £115.2m. (R9.59m.), and there is no tax charge, as before.

The directors state that there is a prospect of a further profit in the second half.

The company made a pre-tax loss of £322,000 in 1975, and no dividend has been paid since 1974's interim of 41 cents per Brussels, continues. The first share

THE SECOND ALLIANCE TRUST COMPANY LIMITED

The following is the Statement by the Chairman, Mr. David F. McCarrack, circulated with the Annual Report for the year to 31st July 1976.

RESULTS

A year ago following a rise of 9% in earnings to 4.88p we forecast a drop due to reinvestment of high yielding short term money. Our earnings estimates, on which this forecast was based, are calculated on holdings at the time and on announced dividend rates. The actual figures before us then were 4.40p. However in the event, as forecast in March, we show a further rise to 4.88p. The greater part of the improvement is due to good increases in dividend rates (0.34p) and the greater part of that (0.18p) to dividends on foreign investments. Having no currency loans we get the full benefit of increases and sterling depreciation unencumbered by any higher cost of foreign interest payments. Our estimate for the coming year at the moment stands at 5.30p, the further rise coming almost wholly from dividend rates. I should stress that although we look for continuing dividend increases and our early estimates are usually exceeded by the results, they are always subject to any major investment policy change. If we were to move all our U.K. Gilts and cash into U.K. equities at current prices our estimate would still match last year's figure of 4.88p. All these figures underline our policy of seeking, through holding largely the equities of growing companies, not just capital appreciation for its own sake alone but as the base for consistently rising true earnings and dividend income. Dividend restriction thwarts our due reward at home, making the more welcome the larger increases coming from overseas. A Final Dividend of 3.35p is now recommended making a total of 4.76p against 4.30p.

VALUATION AND INVESTMENT CHANGES

In a year during which the F.T.A. All-Share Index rose by 22% and the U.S. Standard and Poor 500 Share Index adjusted for currency premium by 28.9% our net asset value was up by 18%. This recovery at a rate below the averages reflects our deliberate holdings which stood out in such good stead during the 1974 collapse. Over the three years since July 1973 the F.T.A. Index was down by 26% while our own value fell by under 4%. The main investment changes were the early sale of the balance of our Gold stocks before their sharp fall and of our German Bonds. Broadly the proceeds of the former (£1 million) were invested gradually in equities and of the latter (£1 million) in Gilt-Edged, all to the benefit of our income.

INVESTMENT TRUSTS

Recent months have seen much written about the discounts of Investment Trusts and undervaluation of shares for letting them happen. The fact that the tone of such comment has softened a little may owe something to a growing understanding, based on long published study, that initially much of it was misplaced or inaccurate, that the performance of most Trusts bears comparison with any fair standard, that Boards whether industrial or financial cannot in any direct sense control the prices of their own companies' shares and that discounts against theoretical asset values are a common feature of uncertain equity markets. This uncertainty may have a host of causes: political, financial and economic or the greater appeal of alternatives. Even in the United States, with a strong currency and recovery in full flow, Investment Trusts despite tax advantages sell at discounts almost as great, and their equivalent of Unit Trusts, a larger and more mature industry than here, have suffered net redemptions each year since 1972 reaching a record £1.7 billion this year alone.

By way of illumination and, I hope, comfort the chart appended and table following show not only that the value of this company's assets have substantially beaten the leading market indices over the last 10 years but that despite widening of the discount in our price from a near minimum of 4% in 1966 to 31% this year, the price of our shares too has beaten the F.T. Industrial Index by 20%. At the same time dividends on the F.T. Index have risen by 132%, on the F.T.A. Index by 70.6% and our own by 84.9% on our established rate in 1966.

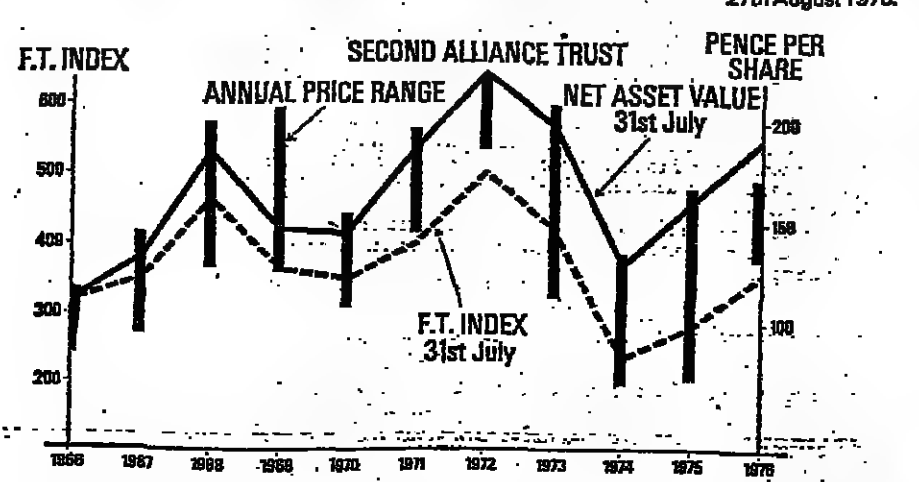
Percentage Increases 31st July 1966 to 31st July 1976

	Value	Dividends
Second Alliance F.T.A. All-Share	74	84.9
F.T. Industrials	56.3	70.6
Price	35.4	—
	15.0	132.2

Such results could not be achieved uniformly year by year and the root both of part of the discount and of criticism may lie in the failure of most Trusts to match the U.K. market recovery in 1975. In our own case the very prudence and spread which resulted in much smaller falls in the preceding decade ruled this out. Trusts are for long term investment, not swift capital gain and large funds cannot make frequent sweeping changes overnight, not least because of the strait-jacket of tax and currency costs. Even so our record has been attained only by substantially changing overseas investments at the expense of large capital gains tax and surrender costs (over £1,500,000 or 6p per unit over the last 5 years) which a private investor managing his own funds would have had to bear but which the various indices against which we are sometimes compared do not.

Nobody regrets more than do our Directors that the present wide discount should deny any selling shareholder the full fruits of our performance, although on the average he must have bought at a discount well over the 4% of 10 years ago; large discounts are no phenomenon and in the early fifties and again in 1974 they were almost as great. Yield is undoubtedly a very major factor; in terms of simple arithmetic most equity markets are cheap but fixed interest securities may seem still cheaper. The yield gap in their favour is 8%. (Our own low return on investments reflecting the high currency premium and tax on overseas income is the unavoidable income cost of providing both protection and capital growth in economies stronger than our own.) The Flood of Rights Issues is another factor. Technical reserve requirements leading to institutional sales is a third and nervousness about the equity premium a fourth. But I believe the reason to be overwhelmingly a lack of enthusiasm for all equities amongst individual investors, the category holding substantially the largest amount of our stock. They have had progressively less money to invest and the investment income surcharge imposed on dividend income, they have been wooed by a widening variety of new tax-benefit investment forms (by no means all profitable) and they still have fresh in their minds the crises and losses of 1974. But if official targets to reduce inflation can be reached while confidence recovers with industrial profits, the balance of payments and the pound, we may look for a reversal of at least some of these adverse factors. Meantime the wide discount itself improves the yield and fosters the hope of gain. There are times in these matters and excesses usually carry the seeds of their own cure, but the wave of criticism has caused needless distress to many shareholders and has undoubtedly made things worse.

27th August 1976.



Laporte

Gains from export and overseas operations

Interim Statement by Mr. R. M. Ringwald, Chairman

TRADING The good results achieved in the first half of the year of £5,274,000 are primarily due to an upturn in demand for our products and to the continuing efforts which have been made to contain costs and improve efficiency and productivity. The increase in demand referred to has substantially occurred outside the U.K. The Group has also benefited from movements in exchange rates.

With only minor exceptions, the profitability

of every product area has increased in comparison with last year. The peroxxygen business (Interox) has progressed well and demand for titanium dioxide pigments, phthalic anhydride and other products in our range has been strong.

We believe that the result for the full year, subject to circumstances beyond our control, will be satisfactory, and will show the considerable progress made by your Company in 1976.

Unaudited Results for the 26 weeks ended 27th June 1976

	26 weeks ended 27th June 1976	26 weeks ended 29th June 1975	52 weeks ended 28th Dec. 1975
	£'000	£'000	£'000
Sales of Laporte and subsidiaries	39,959	29,071	62,089
Trading Profit	6,247	2,228	6,057
Interest (net)	973	991	1,778
Profit before taxation	5,274	1,237	4,279
Taxation	2,796	689	1,988
Profit attributable to ordinary shareholders	2,361	639	2,259
Dividend per share (pence)	2.15	1.2	3.6
Earnings per share (pence)	6.64	1.65	6.64

Laporte Industries (Holdings) Limited, Hanover House, 14 Hanover Square, London W1R 0BE.

LAPORTE High performance chemicals for the world.

مكازم الأصيل

Blyvooruitzicht Gold Mining Company, Limited

(Incorporated in the Republic of South Africa)

The following is from the Statement by the Chairman, Mr. A. C. Petersen:

During the year under review, the dollar price of gold remained consistently low relative to the price obtained in the previous year. Deviation of the Rand in September, 1975, resulted in a Rand price per kilogram of gold that was only marginally lower than the average for the previous year. However, the effect of devaluation on an already high rate of escalation was to raise working costs from R16.71 to R19.80 per ton milled. The mining industry faced up to the need to increase Black wages substantially, but the strains placed on the increases in White wages and the prices of equipment and stores purchased within South Africa, in terms of the anti-inflation manifesto, were vitally necessary to preserve the viability of a large section of the industry. The further dramatic fall in the price of gold since the second half of the year has resulted in a sharp decline in the price of the Rand, which has led to a sharp increase in the price of gold in terms of the Rand.

In the case of Blyvooruitzicht, very heavy capital expenditure is anticipated during the next two years, mainly on completion of the new plant which will provide the mine with modern equipment and enable the mining of the ore which was previously uneconomic to mine. The new plant will be built to pre-war standards to be modified, and on the extensions to the uranium plant to treat material recovered from Nos. 1 and 2 mines.

The remaining capital expenditure will be on the continued sinking and equipping of Nos. 1 and 2 mines, and on the equipping of the new section of the uranium plant which will enable the company to take advantage of the resurgence in demand. The increased profits from the production of uranium oxide after 30th June, 1977, will go a long way towards offsetting the decreasing profits from gold recovery.

Progress during the year on the extension of the uranium plant has been satisfactory. It is now estimated that the total cost of this extension will be approximately R10.5 million, and it is expected that it will be completed during the financial year commencing 1st July, 1977.

In the long term I am confident that the demand for uranium will remain strong. It would seem that the world's existing reserves, and total production capability, both existing and planned will be insufficient to meet the demand. There may however be minor unexpected fluctuations in the price trend between now and 1985, from which

it is estimated that demand will consistently exceed supply. The company's current sales negotiations have been planned against this assessment of the market development.

Allowing for inflation the anticipated capital expenditure during the year ending 30th June, 1977, will be approximately R16 million with a little more than half of this amount being spent in the following year. The recent increase in the tax surcharge and the loan levy are additional heavy drains on the cash resources of the company. If the loan levy is included with the State's share of profit and tax, the effective claim by the State on mineral mining revenue amounts to 73.58 per cent.

If no substantial rise in the gold price occurs during the next two years, the dividend will have to be substantially below the level paid in the year ended 30th June, 1976.

Although the industry was threatened with a continued severe shortage of labour as a result of the withdrawal of recruiting facilities in the Republic, the partial depletion of the supply of Mozambican labour this was largely overcome by a very effective intensification of the recruiting campaign by the Mine Labour Organisations in the Republic and in Lesotho, Botswana, Swaziland and Rhodesia. The response by South African labour was particularly gratifying.

The average underground labour strength on Blyvooruitzicht for the year was 94.1 per cent of the mine's requirements.

The possible introduction of a five-day week has proved to be a contentious matter. The gold mining companies and all the unions realise that neither the industry nor the country can afford any loss of production at the moment but there are great differences of opinion about whether or how a five-day week can be worked while still retaining the present level of output. I am convinced that the solution lies in the correct and total use of all facilities available to the industry. The present artificial restrictions on the use of Black labour not only limit the possibility of moving towards the five-day week goal but also produce the frustration amongst our Black workers that further lowers their efficiency and leads to the type of unrest plaguing the Republic of South Africa at the present time. If Government legislation and the Union would open the door to the training and employment of all the peoples of the Republic, not only would the mining industry be able to move towards a five-day week, but the total economy of the country would be so strengthened that the job security and job opportunities for Whites, so carefully guarded by certain sections of the community and by legislation, would also improve.

The thirty-ninth Annual General Meeting of Blyvooruitzicht Gold Mining Company, Limited will be held in Johannesburg on 22nd October, 1976.

Copies of the Annual Report and Accounts can be obtained from the office of the London Secretaries, Charter Consolidated Limited, 40 Holborn Viaduct, London, EC1P 1AF or from the Share Transfer Office of the London Secretaries, P.O. Box 102, Charter House, Park Street, Ashford, Kent TN24 8EQ.

NOTICE OF REDEMPTION

To the Holders of

Comalco Investments Europe S.A.

9 1/2% Collateral Trust Bonds Due 1985

Issued under Collateral Trust Indenture dated as of November 1, 1970

NOTICE IS HEREBY GIVEN that pursuant to the provisions of the above mentioned Indenture, \$1,000,000 principal amount of the above described Bonds has been selected for redemption on November 1, 1976, through operation of the Sinking Fund, at the principal amount thereof, together with accrued interest to said date, as follows:

BONDS OF \$1,000 EACH

Serial No.	Issue Date	Principal	Interest	Redemption Date	Redemption Price
1-10	1971	100,000	10,000	1976	110,000
11-20	1972	100,000	10,000	1977	110,000
21-30	1973	100,000	10,000	1978	110,000
31-40	1974	100,000	10,000	1979	110,000
41-50	1975	100,000	10,000	1980	110,000
51-60	1976	100,000	10,000	1981	110,000
61-70	1977	100,000	10,000	1982	110,000
71-80	1978	100,000	10,000	1983	110,000
81-90	1979	100,000	10,000	1984	110,000
91-100	1980	100,000	10,000	1985	110,000

On November 1, 1976, the Bonds designated above will become due and payable as aforesaid in such coin or currency of the United States of America as at the time of payment shall be legal tender for public and private debts. Said Bonds will be paid, upon presentation and surrender thereof, at any coupons appertaining thereto maturing after the redemption date, at the option of the holder either (a) at the Corporate Trust Office of Morgan Guaranty Trust Company of New York, 15 Broad Street, New York, New York 10015, or (b) subject to applicable laws and regulations, at the main offices of Morgan Guaranty Trust Company of New York in London, Frankfurt (Main), Zurich, or Geneva, or European-American Bank & Trust or Banque Generale du Luxembourg, S.A., in Luxembourg, or Bank Allgemeine-Handelbank in Frankfurt (Main). Payments at the offices referred to in (b) above will be made by a check drawn on, or by a transfer to, a United States dollar account maintained with a bank in the Borough of Manhattan, The City of New York.

Coupons due November 1, 1976 should be detached and collected in the usual manner. On and after November 1, 1976 interest shall cease to accrue on the Bonds herein designated for redemption.

COMALCO INVESTMENTS EUROPE S.A.

NOTICE

The following Bond previously called for redemption has not as yet been presented for payment:

31-5910

Central Wagon in profit with £76,000 so far

IMPROVING results are reported by Central Wagon, the steel stock-holding and engineering group, following a loss of £228,000 in 1975, leaving full-year profits of £131m, pre-tax profits were £76,000 for the first six months of the current year. This is after an exceptional cost of £300,000 relating to reorganisation of the group's hydraulics business.

The chairman, Sir Frank Frank, says an improving trend had clearly been established. However, because of the low level of current earnings and the need to conserve working capital, the Board is not declaring a dividend at this stage. In the longer term we are confident of the group's future," says Sir Frank. "but your Board believes that our dividend policy should reflect the current earnings. There was a loss of £228,000 in 1975, but no final.

The group has reorganised its hydraulics business into two autonomous units, Tange and Epco. It will be some time before Epco makes a positive contribution, but the Board is confident there will be a steady improvement.

In other areas, the steel stock-holding business, R. G. Brown and Co., is expected to improve strongly during the year, while the engineering companies, Copstick and Farrell and Central Wagon (Engineering) are making satisfactory profits.

Both the associated stockholding and engineering companies, R. G. Brown (Steel) and R. G. Brown (Pipelines) are expected to make higher profits in the second half, but no contribution is expected this year from the joint Spanish tube mill venture.

Profits in stockholding activities depend on carrying substantial quantities of a wide range of material, which has increased in cost by 30-50 per cent. This year, welcome though it may be as signifying the end of the recession, the steep rise in steel prices has inevitably increased pressure on liquidity, says Sir Frank. In view of the company's existing capital structure, it has had to rely on the normal bank borrowing facilities to cover the sharply increased working capital requirements for steel stocks.

A large proportion of capital is employed in the form of long-term investments. Returns are either non-existent or inadequate, the chairman tells members. It is the Board's firm intention to ensure that all investments produce reasonable returns as rapidly as possible, he declares.

An analysis by activity of external sales shows £100m (omitted) steel subsidiaries £62.5m (£13.7m and £10.5m), steel asso-

ciates £24.4m (£13.4m and £17.4m), hydraulics engineering £2.5m (£2.5m and £1.2m) and other engineering £1.5m (£1.5m and £1.5m).

Sales for the first half of 1976 were £131m (£131m and £131m). Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Profit before interest and tax was £76,000 (£76,000 and £76,000). Profit after interest and tax was £76,000 (£76,000 and £76,000).

Further reduction in UDT loans

BY MARGARET REID

United Dominions Trust, the finance house group which is still a large recipient of support loans from the "lifeboat" group run by the Bank of England and the big banks to help concerns hit in the secondary banking crisis, is making progress in reducing its property loan book. It is also trading "very well" considering present conditions, shareholders were told yesterday.

Mr. Leonard Mather, the chairman, said after the annual meeting that the total property portfolio had now dropped from a peak of £150m, to £115m, and was "going down at the rate of £1m-£2m a month as property was sold."

The group, most of whose property loans were to housebuilding concerns, has now reduced the amount it has on loan from the "lifeboat" to around £75m, compared with £140m last year. The interest rate payable on the "lifeboat" money is being reduced, as from July 1 this year, to only 10 per cent, over inter-bank rate. This interest reduction came into effect formally yesterday.

After an extraordinary meeting of shareholders had approved a capital reorganisation by which another £10m. is being paid up against loan stock, the company's largest shareholders, Prudential Assurance and Eagle Star Insurance, following this, the insurance company's holdings of UDT 16 per cent, and 17 per cent, loan stock will be replaced by the same amount of 10 per cent, fourth convertible cumulative preference stock.

Of present business at UDT, which in 1975-76 made a net loss after extraordinary items of £2.8m., against one of £24.8m. the previous year, Mr. Mather said: "Current trading is going very well, considering the difficult conditions in all the markets in which we're operating."

In the consumer credit side, where the group has large interests through a big complex of parages, there was "a shrinking market," people can't afford to buy things, and the property side was improving.

proving, while the industrial financing side had had difficulties in some areas. "Subject to this, we're doing reasonably well," he concluded.

Asked by a shareholder whether a solution of the Rhodesian troubles would lead to recovery against £3.8m. written off in 1974-75 against interests in and loans to the Rhodesian subsidiary, Mr. Mather replied: "We are still making Rhodesia carefully, and still hope it matters to develop, to make a satisfactory recovery."

Challenged about the need for the £70,000 paid on termination of the service contract of a former director, Mr. T. C. Standeven, he said this was the minimum payable under the service agreement.

Recovery at G. R. Francis

The recovery at G. R. Francis Group—textiles and plant machinery—has continued with pre-tax profits rising from £10.1m. to £18.7m. for the year to March 31, 1976, and the dividend for 1975-76 at 10p, a level of 3.16p net per 10p share, compared with 1.55p for 1974-75.

After tax of £8.5m, pre-tax profits are shown to be up 10p to 1.3p to 4.4p per share, after an extraordinary credit of 1.2p, net profits were £10.1m. (£10.1m. and £10.1m.).

The chairman, Mr. G. R. Francis, said that in spite of the continuing difficulties in the building trade the group has succeeded in achieving an increase of 10 per cent, in turnover, and although it is impossible to forecast the present year's results, turnover to date is still improving.

The group has in the current year invested in a considerable expansion of the showroom and trade counter at 75-76, the new premises have been officially opened in early September, and early trading signs are extremely encouraging in both sales areas.

Sales from the Francis Textiles continue to show a steady upward trend, and further products are planned, he adds.

ENTERTAINMENT GUIDE

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

THEATRES
KING'S ROAD THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541
THE ROYAL THEATRE, 352 7541

INTERNATIONAL COMPANY NEWS + EURO MARKETS

France unveils State plan for computer sector

BY RUPERT CORNWELL

PARIS, Sept. 22. FRANCE has officially unveiled its grand plan to reorganise the country's computer and peripheral sector, including special "growth" contracts between the State and the three or four groups it hopes to foster within the industry.

The programme was presented by Mr. Michel d'Ornano, the Industry Minister, on the eve of the SIFOB, the week-long exhibition here centred on mini-computers and office equipment. It is hoped that overall turnover in the sector might rise to Frs.3.5bn. (€400m.) by 1980 from Frs.1.5bn. in 1974.

The first concrete step has just been taken with the signature of an agreement between the Government and Societe Europeenne de Mini-Informatique et de Systemes (SEMS), the holding company controlled by the Thomson Group, and comprising the left-overs of C.S.I., the Government-backed mainframe computer manufacturer which was merged with Honeywell-Bull earlier this year.

Simultaneously Thomson, which is intended to become the linchpin of the French mini-computer industry, has announced a reorganisation of its own activities in the sector. This will embrace SEMS, the relevant business of La Te-

mechanique, as well as the group's other disparate peripheral interests.

Mr. d'Ornano also gave a clear hint about the identity of at least two other groupings he has in mind. These are Logabav, and two subsidiaries of the Cie Generale de Electricite, CIE-Transa and Sintra.

"Growth" contracts might be signed reasonably quickly with those companies as well, he said. In all some Frs.300m. (€34m.) of official help is available, although of this sum Frs.200m. has been earmarked for the conversion of CIE's Toulouse factory, left out in the cold after the merger with Honeywell.

The sector is advancing in France with great strides, and boasts a rate of expansion of between 30 and 40 per cent. a year. However, the authorities here remain worried by foreign penetration of the domestic market, which has been put at up to 70 per cent.

In the longer-term, Mr. d'Ornano is prepared to counterbalance links with other European companies in specific areas where, in the meantime, he expects no damaging mini-computer competition between the new companies and CIE-Honeywell-Bull, which recently did not exclude its own entry into that arena.

SELECTED EURODOLLAR BOND PRICES
MID-DAY INDICATIONS

STRAIGHTS	Mid	Offer	Source	100	100
Asian 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Australian 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Belgian 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Canada 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
France 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Germany 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Italy 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Japan 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
UK 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
US 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
CONVERTIBLES					
Am. Int'l. 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Asian 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Australian 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Belgian 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Canada 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
France 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Germany 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Italy 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
Japan 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
UK 2 1/2% 1984	102 1/2	102 1/2	Source	100	100
US 2 1/2% 1984	102 1/2	102 1/2	Source	100	100

MONSANTO

Plans for a change in emphasis

BY RHYD DAVID, CHEMICALS CORRESPONDENT

MONSANTO, one of the leading U.S.-based multi-national chemical companies is planning to become a much bigger force in the fast-growing agricultural chemicals business in Europe.

The company is also proposing to narrow its involvement in the troubled fibres field, by concentrating on areas where it has an established lead, and by gradually withdrawing from other sectors where its position is weaker.

In agrochemicals, which covers crop protection chemicals such as weedkillers and the newly developing field of plant growth regulators, Monsanto has already developed a very strong position in the U.S. by being able to offer a "tailor-made" approach to farmers in different parts of the country.

The company keeps a bank on soil conditions and on the behaviour of crops and chemicals in different parts of North America at its St. Louis, Missouri headquarters, and this enables it to offer different formulations suitable for local conditions in individual countries. In Europe, where Monsanto stakes in agrochemicals, the company has plans to make the same kind of detailed service available to farmers.

Growth area

Agrochemicals which last year accounted for roughly 30 per cent. of Monsanto's operating profits on roughly 15 per cent. of sales, is seen as a continuing strong growth area by the company, which has spent large sums to build up a significant technological and marketing base for the products.

The company has been successful with its Round-Up herbicide

and is hoping for similar success with its new Polaris plant growth regulator. The chemical when sprayed on sugar cane is claimed to enhance the content by 10-15 per cent., and has the additional advantage for the farmer of bringing the crop to its peak sucrose content at the same time.

A series of products along these lines is expected to

Louis for the first full board meeting to be held outside the U.S.—form part of Monsanto's efforts to become more deeply involved in areas where there is a large element of proprietary technology, thus giving the company a better chance of avoiding the fluctuations in demand for more general chemical products.

with the Italian producer Monte-

Abre, a new nylon inter-

mediate plant, both at Seal

Sands on Teesside. Mr. Hanley

said the company was deeply

disturbed at the escalation

of the cost of the project, which

has doubled since it was first

conceived in 1973, and is now

expected to cost more than

£150m. The company has de-

cided, however, that with prices

for the products which will

emerge from the plants also

rising, the project remains

viable. The investment is part

of a \$30m. worldwide spending

programme being undertaken by

Monsanto, with Europe and

South America the main foreign

centres for investment.

The Seal Sands plant will

produce raw materials for the

production of fibres and styrene

plastics—another area of special

interest for Monsanto. Among

the products being made from

styrene in the U.S. are the com-

pany's new Cyclo-Safe bottles

developed over a period of seven

years and now being used on a

trial basis by Coca-Cola. Though

Monsanto has yet to make a profit

on the venture, sales are expected

to top \$1m. for the first time

next month.

OPERATING RESULTS BY LINES OF BUSINESS					
Lines of Business:	Net Sales	Six Months Ended June 30	Income	Per Cent	Income
	1976	1975	1976	1975	1976
Agricultural Products	\$ 391.9	\$ 391.4	\$ 199.9	\$ 199.4	0.3%
Commercial Products	305.5	237.7	4.9	(3.0)	—
Industrial Chemicals	565.3	488.4	15.7	13.9	11.8
Polymers & Petrochemicals	524.5	350.9	50.0	106.0	25.8
Textiles	444.8	329.0	35.8	7.4	(41.6)
Sales and Operating Income	\$2,237.0	\$1,797.4	24.4%	454.1	300.0
Income Charges (Credits)—Net				17.7	4.9
Income Before Income Taxes				436.4	295.1
Provision for Income Taxes				121.1	123.6
Net Income				\$255.3	\$171.5

develop with other new develop-

ments in the field of plant

genetics also likely to emerge

from the laboratories in the

next few years. Among the

ideas Monsanto is working on

are chemicals which will help

produce new breeds of plant

which could be more insect-

resistant or which could help

remove the saline content from

water, returning fields which

are now non-cultivable to pro-

ductive use.

The moves, according to Mr.

Hanley, who has been joined in

Brussels this week by all his

director colleagues from St.

The same philosophy is

being followed in the fibres field,

where severe problems of over-

capacity remain in the U.S. as

well as in Europe. Prices for polyester

filament—widely used in knitted

fabrics and in particular in

women's wear—were described

by Mr. Hanley as "disastrous",

and although Monsanto is expect-

ing to make a profit overall this

year, the polyester filament

market has been one

reason for a loss incurred in

fibres in the second quarter. Last

year fibres which accounted for

just over 20 per cent. of total

production, Monsanto's plans

include further concentration on

the carpet field where it is

strong through its Acrilan acrylic

fibres. The company is also

hoping for increased penetra-

tion into outerwear through

lighter denier acrylic fibres,

with much of the development

work in this field taking place

in the U.S.

Mr. Hanley indicated that the

company had undertaken a

major review of its programme

of investments currently under

way in the U.K., where it is

building a major new acryloni-

trile plant and, in conjunction

on in the U.S.

Licence

Mr. Hanley disclosed that the

company would soon be deciding

whether to license the technology

for producing the bottle, which

is currently being made only in

Monsanto's new Cyclo-Safe bottles

in the U.S. The project is likely

to be introduced into Europe,

though probably not for several

years yet.

Preliminary talks have been

held with a leading packaging

concern in the U.K., but both

sides have agreed at the stage to

await the evaluation now going

on in the U.S.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

\$84.08 on September 21 for

DBS shares.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

\$84.08 on September 21 for

DBS shares.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

\$84.08 on September 21 for

DBS shares.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

\$84.08 on September 21 for

DBS shares.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

\$84.08 on September 21 for

DBS shares.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

\$84.08 on September 21 for

DBS shares.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

\$84.08 on September 21 for

DBS shares.

The conversion price repre-

sents a premium of \$30 per

cent over the closing price of

World Bank sees volume

bond issue increase

BY TONY HAWKINS

AMSTERDAM, Sept. 22.

The Standard Brands announce-

ment had come as a "complete

surprise".

He stressed that the U.S. com-

pany had no plans to influence

activities at Van Nello, although

he added that he "did not like

the course of events one bit".

Dr. Bartels also stated that he

was unaware of the U.S. com-

pany's motivations for the

transactions.

The Dutch financial paper "Het

Financieel Dagblad" notes that

unlike most other large Dutch

companies, Van Nello has never

created any defence mechanism

to live off unwanted major share

acquisitions or take-over

attempts, and neither had any

agreements been made in the past

about an eventual limit to

Standard Brands' shareholding in

the company.

One of the factors which will

have contributed to the aggres-

sive pricing of the issue is that

the triple-A rated New Jersey

Bell Telephone subsidiary of

American Telephone and Tele-

graph is one of the best names

among Bell System subsidiaries.

The prime rate background

and also the belief on much of

Wall Street that the Federal

Reserve Board is acting to ease

credit also present a good oppor-

tunity for aggressively pricing an

issue. Then also a purely tech-

nical factor is that over the past

FINANCIAL TIMES REPORT

Thursday September 23 1976

STANDBY POWER

With the growing need to conserve energy, greater emphasis has to be placed on the design and manufacture of auxiliary and standby power equipment.

The waste must top

FIRST GLANCE, there is much of a link between the nation of standby power facts and the provision of power. "Free" auxiliary sources—wind and waste heat in flues and reject process water, with the rapidly increasing of energy and the need to the best application of waste under-employed yet massive capital equipment the sectors must inevitably be much closer together.

There is no particular reason the standby battery should be topped up from solar power or windmills or auxiliary/standby power. It should not be handled industry and suppliers as a problem. This is undoubtedly the thinking behind recent link between the Grid Group and Industrial. The Grid Group, which is a subsidiary of the British Electricity Board, is now looking at the possibility of using windmills/generators, solar and inverters for home industry.

rials

But comparatively little encouragement is being given to its many advisory bodies on any for anything much other in coal and nuclear, which hardly surprising, since they retain a certain number of others turned gamekeepers, led one senior civil servant to say. "Without a solidly based policy, the development of solar possibilities on the very the U.S. Congress passed a law making \$1bn. available to look solar power developments, the latter's ERDA organization is funding a whole series of wind power trials which will be the end add up to perhaps 17 that figure in venture new.

Perhaps there is a new Parsons Law to be written to effect that "Committees are pernicious in number in the of the problem and progress solving it proceeds in inverse



Two generators supplied by G and M Power Plant of Ipswich which can be moved as required to provide standby power. They are trailer mounted for greater mobility.

ratio to the number of committees." The Select Committee on Science and Technology must be expected, however.

It is lunacy to say the U.K. "must progress" with nuclear power when the Generating Board does not need to order any type of station for four years and there still is no decision as to what type to build. But the Americans, who have taken an enormous share of the world atomic market, are already making serious estimates of their solar energy and wind power equipment exports up to the middle of the next decade and, of course, they run into billions. Without a solidly based domestic development programme, the U.K. will not be able to follow suit.

There may, of course, be other reasons for this apparent reluctance of advisory bodies to move outside the pale of the conventional. The DoE, in a much-needed national survey of stand-by power published last month, provided some highly interesting figures showing that out of the 48,000 companies with over 20 employees, that is virtually all the U.K.'s manufacturers, 80 per cent. responded. The

remainder could be taken not to have standby power.

Some 7,222 companies, or 21.5 per cent. of respondents, had standby power amounting to 1.55 GVA, corresponding to about 1,400 MW. They used this power intermittently, but 749 used their 4,140 MW continuously. In the meantime, a sharp growth rate apparently of the order of 40/50 per cent. could have taken those figures to a national total of as much as 6,000 MW by the beginning of this year, since average capacity on order per company at the time of the survey was 300 KVA against average installation of 218 KVA. This is an extremely interesting development as the figure of 6,000 MW is an appreciable fraction of base-load run by CEBG.

A few years ago, a survey of on-site power generation concluded that many electricity consumers with a maximum power demand of 0.5 MW and upwards could profitably run their own generation and the consumers whose operations were such that they could use the reject heat from the diesel engine or turbine driving the generator would, by so doing, cut the cost to themselves of fuel by half.

The study also said that fuel and capital investment, viewed as national resources, would be better employed if on-site generation were more widely used, which was somewhat unkind to the Generating Board and disregarded its claimed statutory function to supervise the generating plant industry and carry out research into new forms of power generation.

Monopoly

Be that as it may, there is a fresh threat to the monopoly position of the Board implicit in the powers which will ultimately be conferred on local authorities to take on much larger borrowing commitments that would enable them to undertake much more ambitious district heating schemes—West German townships in the 80,000 to 100,000 bracket may each have their own district heating and heat plant based on nuclear power by the turn of the century if present projects come to fruition.

There can be no argument as to whether or not British industry or private consumers need "free" power, despite the North Sea gas and oil euphoria. The Energy Research Group at the Cavendish Laboratory, Cambridge, in a paper just released by DoE, warns of an impending world energy scarcity and that in 1980 the U.K. will cease to be able to export energy.

Cavendish made four projections, each assuming different world and U.K. growth conditions and supply levels. All gave the same answer—that there will be a net import requirement for gas, oil and—unbelievably—coal by the year 2000.

But Cavendish in its recommendations does not mention alternative supplies of power which is disappointing to say the least, especially for such companies as Ferranti who are seeking to cut the cost of solar cells

to a level where the average household can afford them for direct power generation rather than them being reserved, through cost, for spacecraft.

It is, of course, easy to paint a picture of a Britain disfigured by thousands of giant windmills poking their gaunt arms over every pleasant hill and valley. But the towers of the power grid and the stacks of the big coal-burning stations are certainly no more aesthetically pleasing. If the Danes, the Dutch and Americans, and even the Canadians with their vast reserves are convinced that wind power to carry out pumping and/or electricity generation tasks is worth developing and economically attractive against projections of the cost of power from other sources where is the argument?

Shortages

In other words how can countries who are facing the same long-term energy shortages as Britain arrive at different conclusions?

Possibly, the prospect of a wasting-away of the CEBG is one the planners do not care to contemplate. Yet most of the serious errors in procurement policy for generating plant of all types over the past 20 years can be laid at its doors since the Board has been designer and buyer, judge and jury for all conventional plant since it was constituted.

A case is being made that if demand for electricity falls further the CEBG will be unable to operate its stations economically. This can hardly be true in the light of merit running. What is true is that there is a backlog of expensive mistakes to be corrected for which money must be earned. In the meantime, the number of industrial and commercial installations where standby power—and frequently uninterruptible power—must be provided is growing quickly. Apart from continuous processes and production lines running on shift work, there is the growing army of computers used as the central brains of big companies.

Functioning as important nodes of the companies' management and information systems, they contain data and procedural instructions which take a great deal of time and money to reassemble should the central computer go down because of a power failure, or even because of an untoward voltage fluctuation.

Not very long ago in the U.S., New York City's Federal Reserve Bank suffered a protracted computer close down because of power fluctuations while other banks in that city remained "on the air" because of extensive standby installations which have become essential in that area of the U.S. because of frequent power "brownouts".

The considerations that apply to expensive data also apply to products under process or extensive cold storage and it seems that, whatever the effects on the central power authority, the growth set in train during 1973/74 will take standby power and auxiliary power up

solar house idea really catches the imagination of the public—and energy bills need move only a fraction higher for this to happen—suppliers of primary fuels could face problems too.

At present, an installation capable of supplying the hot water needs of the average home can be amortised over three to five years. Soon this figure will drop with the advent of more DIY equipment. All that is needed to complete the picture on the home front is a breakthrough in solar cells (already claimed by Sandia Corp in the U.S.) and an unobtrusive design of windmill (pioneered by Reading University) coupled with compact storage batteries of the type now under development in many countries to supersede lead-acid.

Insulation

This is not futuristic. Minimum environmental burden house projects are in hand in several countries and solar house projects in most, including four in the U.K. The prospect will not please any central supply authority, particularly now that proper attention to house insulation seems likely to reduce the central heating burden from a steady 12 to only 4 KW.

But the prodigal squandering of reserves typified in the big coal-fired power stations which deliver only one-fifth of the heat extracted in the form of "useful heat" to homes and industry, must stop sooner or later.

If, at the same time, the

Ted Schoeters

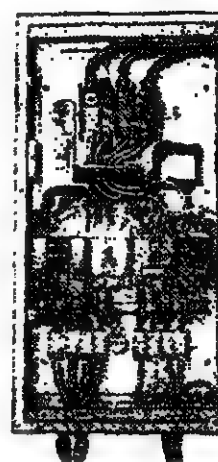
Wysepower for Reliable Generation.



Up to 750 KVA Diesel. Base load. Mains failure. Auto synchronisation. Wysepower Ltd. Tel: Gamlingay 10761 50011.

Earth Leakage Protection Units

for use with Stand-by Generators and for Site protection



F.D.B. Electrical Limited, 10, South Mill, Trowbridge, Wiltshire, BA14 0JH. Tel: 01249 52111. Telex: 84938.



Fredrick Durham & Bredie Electrical Limited, 10, South Mill, Trowbridge, Wiltshire, BA14 0JH. Tel: 01249 52111. Telex: 84938.

BRITISH ENTERPRISE



the inverter people

EMERSON ELECTRIC INDUSTRIAL CONTROLS LIMITED, Elgin Drive Swindon, SN2 6DX. Tel: 0793 24121. Tlx: 449101.

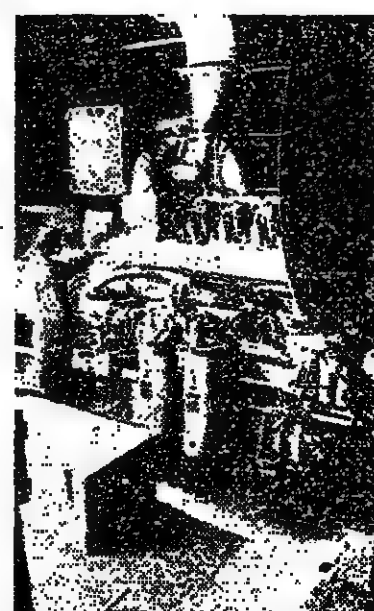
In the U.K. there are 67 manufacturers of diesel powered generating sets...

Only one can help you in 22 time and money saving ways.

With Dale you get the whole package. Phone, write or tele.

Dale Electric of Great Britain Ltd., Electricity Buildings, Riley, Yorks, YO14 9PJ, U.K. Tel: 0723-814141. Telex: 52163. Grams: Dalelectric Riley.

Dale Electric Skandinaviska AB, Västtra Hinderbygatan 11, 214 58 Malmö, Sweden.



One Dale installation a 1000 KVA standby set supplying emergency power to a Reckitt & Colman factory.

Check this list against other suppliers.

- 1 A free advisory service on the layout and installation of the generating set.
- 2 A choice of the finest British and European diesel engines, specified by Dale to fit output and work-load requirements.
- 3 A selection of alternators from Britain's leading manufacturers built to Dale specifications.
- 4 A control panel that is designed and built by Dale, many using printed circuit boards for absolute reliability.
- 5 An engine and alternator coupling technique that ensures constant precision alignment and ease of maintenance.
- 6 Control panel interiors painted white for easier maintenance and inspection.
- 7 Heavy duty bedplates with machined mountings to give a firm base.
- 8 Thorough testing techniques in a test house acknowledged to be the most sophisticated of any generating set manufacturer in Europe.
- 9 Facilities and experience to manufacture to all world standards.
- 10 Mains failure sets that are designed with a battery charger specifically developed for generating set applications.
- 11 Forty years of electrical and mechanical engineering goes into every Dale generating set...whether 1kVA or 2.5MW.
- 12 After-sales service and maintenance available in over 80 countries through a network of Dale agents—many trained by Dale in their Yorkshire factories.
- 13 Full guarantee for 12 months.
- 14 Immediate spare parts service, either direct from Dale or our local agent.
- 15 A design team allocated to every non-standard order.
- 16 Full and accurate drawings service included in the price.
- 17 U.K. delivery by our own transport, or overseas through the Shipping Department at Dale. We arrange everything—sailing times, documentation, Even finance if you require.
- 18 Free survey of proposed site for generating set installation with advice on exhaust outlets, fuel tank position, access for maintenance and many other factors.
- 19 Planning service that helps you specify the most suitable equipment for each application—standard model or special method of starting.
- 20 An installation service internationally. Dale engineers can install anywhere in the world—or we can send a supervisory engineer to work with a local team.
- 21 A personal guarantee of workmanship and dependability from the Chairman of the Dale Company.
- 22 In short, a generating set planned, designed and built by specialists.

It's got to be DALE generating sets built by specialists.

"I hope they have a stand-by Generator - from ATALANTA"

So do we! You never know when you are going to need a generator—so be prepared. Atalanta offer a wide range with diesel or petrol engines to suit most industrial requirements. Delivery and prices are well worth looking at. Simply send for our colour brochure to-day—no obligation—and we will be pleased to advise.



Generators from ATALANTA

ATALANTA Engineering Ltd, Harworth Trading Estate, Harworth Lane, Chertsey, Surrey KT16 5JX. Telephone CHERTSEY 62655. Telegrams: ATALANTA CHERTSEY SURREY. Telex: 881238 GENP-IMP CHERTSEY.

STANDBY POWER II

According to reliable sources, Lister sell the most power plant.

By definition, the majority of people who acquire their own power sources are sensitive to reliability. That's why they're attracted to Lister generating sets.

As a result, we have probably sold more power plants world-wide than anyone else, so when there's a mains failure, or even no mains at all, it's mostly us that keep things going.

That's a reliable fact.



LISTER POWER PLANT
R.A. LISTER POWER PLANT LTD., THRUPE STRUDD, GLOUCESTERSHIRE
GL5 2BW TEL: 045 389 5198 TELEX: 43559
Hawker Siddley Group supplies mechanical, electrical and aerospace equipment with world-wide sales and service

Safeguarding production

THE 1973-74 POWER struggle and the three-day week made more than a little splash in managerial thinking. Instead of ripples that quickly died down there were tidal waves of activity following that national convulsion. Important and unexpected lessons were learnt, but the most obvious and direct consequence was an increased awareness of vulnerability to interruptions in the national power supply.

Standby capacity began to be acquired with a new sense of urgency, and the amount available has very nearly doubled since 1973. This is a ratio that emerges from Business Monitor M11, a survey published last month by HMSO. The purpose of the survey was to discover to what extent and in what ways firms safeguard themselves against power cuts. Those approached included most manufacturing companies in Britain with 20 or more employees, and the Department of Energy had an 80 per cent. response. It turned out that 21.5 per cent. had standby generating plant, with total capacity amounting to 1.55 GVA. This is a substantial figure, representing over a quarter of the country's total peak demand on the national supply.

There are degrees of safeguarding. A standby power plant may be required for anything from convenience to vital necessity. Between these extremes are reserve powers on an ascending but rather hazy scale of importance. There are also qualities of safeguarding. If mains supplies fail it may not matter in some circumstances if there is a hiatus before the standby set assumes full responsibility. But there are circumstances in which the merest flicker could signal disaster. And finally there are quantities of safeguarding—the amounts of power that can be supplied, and the periods of time over which the supplies can be sustained.

These are a few generalities. A few practical instances will indicate what a broad variety of cases the manufacturers of standby equipment have to cater for.

Towards one end of the scale are the failures that can spoil the comforts of home: to safeguard central heating, lighting, refrigerators, television and so forth one needs a simple, compact and inexpensive emergency power supply. Similar problems can interrupt the smooth running of an office: electric typewriters, calculators, telex machines, telephones, facsimiles and the like all rely on mains power. Interrupted communications may have a more serious effect, influencing the co-ordinating of activities, in operations as diverse as a ship's engine-room and a vast petrochemical complex. And the instruments whose operation needs safeguarding in a petrochemical complex include automatic monitors, controls, alarms and other devices. A computer, of all machines, is acutely sensitive to loss of power. Even a few thousandths of a second's loss can interfere with many thousands of calculations—and the consequences of computer error are not always merely visible. Stuff for a good tale in *Men and Matters*.

Variety

Where there is so much variety the valuation of the degrees, qualities and quantities of safeguarding in terms of pounds and pence must be specific to each case, and must depend on factors of differing tangibility. The loss of something such as production, where that loss is attributable to a power cut, may be assessable in accounting terms, but it is more difficult to arrive at book entries for losses of momentum, morale or goodwill. Proper weighing of costs may well dictate that the demand should be allowed to exceed the supply, at least in some cases of breakdown. And for a dispassionate weighing of those costs, to choose between the equally disproportionately inconsistent claims of each department, it may well be worth hiring an outside consultant.

Gross standby power is obtainable from engine-driven generators. Where piston engines are the prime movers they are likely to be diesels. They tend to be marketed either bare or in engine-plus-alternator

sets. Engines may be down-rated for standby (that is intermittent) duty to save money. Continuously rated engines have longer periods between top overhauls—maybe thousands of hours instead of hundreds—and should be able to provide that "little extra" power on occasion without losing their freedom from top overhauls. Tolerance of overload is not always an important factor, however, and a longer period between overhauls need not be worth the extra cost to every user. What is worth extra in present day standby installations is efficient anti-vibration mounting. And in some circumstances the deadly noise of the diesel may have to be muffled by special enclosures and exhaust silencers.

Diesels may be rivalled for some standby work by gas turbines. Purely rotary machines, they have an endearing simplicity for engineers. Piston engines are more complicated, and it is only their long history of development that has brought them to such a high pitch of reliability. But the gas turbine is smoother and vibrates less than the piston variety, so it needs relatively little by way of foundations. This gives the gas turbine an edge over the diesel at higher power ratings. It is noisy, but the noise is high-frequency and can readily be reduced to acceptable levels by acoustic hoods or wall paneling. Moreover, gas turbines do not take up a lot of room.

All the same, the diesel-generator set is probably the most generally useful standby. A substantial and recent example is the 5 MW Crossley-Pielstick "peak-loading" and standby set at English China Clays' Drinnick power station. It is claimed to be one of the largest private diesel generating units in the U.K.

English China Clays' operations in Cornwall demand about 45 MW, of which 35 per cent. is for pumping water or clay slurries. The group has its own generating capacity both for economic reasons and to ensure essential supplies. The high

charges made for national electricity at peak periods are avoided by substituting power from the company's own resources. At Drinnick these consist of a 7.5 MW and a 5 MW steam turbo-alternator, and now the Crossley-Pielstick diesel-alternator set, which replaces the previous 5 MW turbo-alternator. There is also a 3 MW gas turbine set at Bugle.

Capacity

One turbo-alternator, the diesel-alternator set and the gas turbine set provide basic and peak capacity. The standby duty is to protect the workings when heavy rain might otherwise flood the pits and cause serious damage to plant. At 5 MW, this diesel-alternator set is above-average-powered for a standby, but it does justify itself economically.

Such big sets are permanently installed, but there are far smaller sets, either diesel or gas-turbine-driven, that can be transported on a trailer, or on skids. Small petrol-engined sets are even more mobile. Some power breakdowns only require manual changeover, from mains to standby plant. Other cases call for automatic operation, to effect a smooth and speedy transition, with very little lag in the acceptance of the load by the standby generator. Yet other cases—such as the computer that blinks at even half a cycle's interruption in supply—is a good example of demand something superior even to that: the "no-break" set or "uninterruptible power supply".

An uninterruptible supply is expected to provide power instantly, however unforeseen the loss of mains power. It is expected to go on providing for as long as power is necessary. To bridge the gap, while the load is being shifted from one power supply to the other, a short-term source of energy has to be tapped. One such source is the venerable flywheel. A storage battery is better kept fully charged by the normal

power system, only discharging when the mains die.

The general principle of many standbys is to feed the load with power, not direct from the mains, but from an alternator driven by an electric motor that is supplied from the mains. Then, if the mains power fails, the short-term source of energy is drawn upon to drive the motor.

There are two main ways of using a flywheel as a short-term power source. One is to interpose it between the alternator and its driving motor, with a diesel-alternator set standing by. If the mains fail the standby set is automatically started, the electric motor is automatically switched over to the standby set and the transition is smoothed by the flywheel. The other method is to put an electromagnetic clutch between a standby diesel engine and the motor-flywheel-alternator combination. Again, mains failure causes the standby to start, but the clutch is automatically engaged so that the diesel drives direct. Either way, the alternator keeps up its supply unflinchingly.

There are also two main ways of using batteries as short-term sources. A battery can be kept charged by a small generator interposed between the mains and a d.c. motor. The motor drives the alternator that supplies power to the load. If the mains fail the battery starts discharging, and feeds the motor, continuing as long as its capacity permits. To provide for protracted failures, there may be a standby diesel-generator set. This can be connected to the charger and be supplying current in a fraction of a minute.

But instead of a d.c. motor driving an alternator to supply power, it is possible to use a static inverter, which converts d.c. into a.c. without invoking the aid of any moving machinery. Again, a diesel-generator set may be used to provide long-term power. Static inverter equipment has some obvious advantages, such as less

vibration, but it may not give as good a waveform as an alternator. The harmonics may be troublesome in causing interference with other electrical equipment (including telephones) or overheating plant, so suppression equipment is necessary.

An example of an up-to-date inverter standby is an automatic unit developed by Contant Electronics in conjunction with another company. The unit is for use with diesel-generator sets. It is a version of Contant's recently launched VA-series inverter, which converts the 24 V from a battery or rectifier into 240 V a.c. at 500 W. Teamed up with a diesel-generator set it can save fuel by taking over automatically when the load drops below 400 W, as it may do at night, when only lighting, clocks and the like need power. (While the diesel-generator set is on duty, it of course recharges the batteries.)

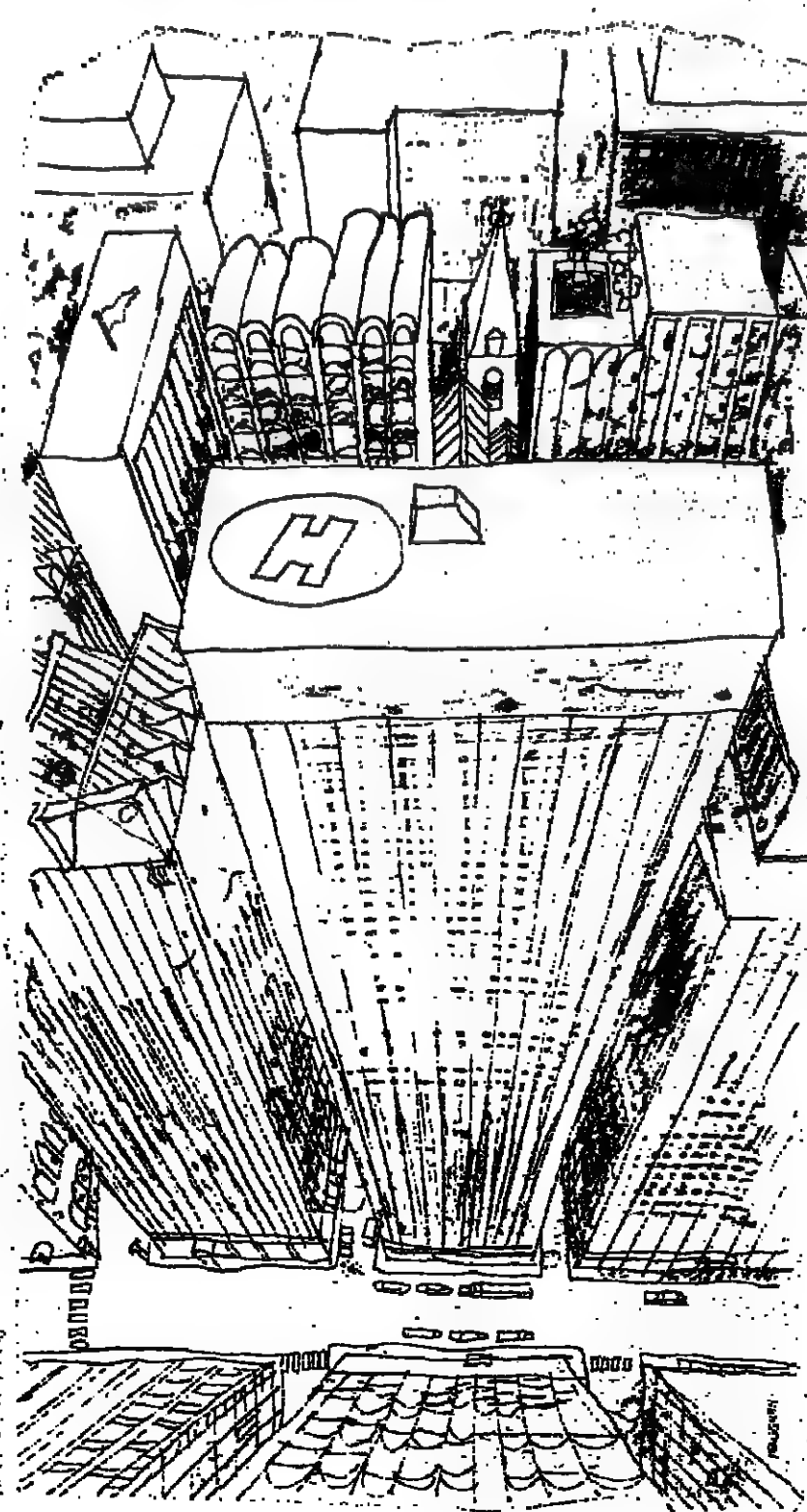
Consumption

Fuel consumption is reduced because the diesel-generator set is not required to produce power at low efficiency, as it does when feeding light loads, but works only at or near its full rated output, when the cost per watt is minimal.

Contant reports that one such standby unit has been tried out by a member of the public living in a forest area where no mains electricity supply is available. He has found that the automatic switching on or off of his 4 kVA diesel-generator set, depending on the electrical gear in use at any particular time, has saved him over 25 per cent. in diesel fuel consumption. His electricity consumption is such that the saving in money terms amounts to at least £80 a year, and his inverter will have paid for itself in less than four years. That is one reason for the man to sleep quieter at night: the other is that the engine no longer disturbs his nocturnal peace.

Arthur Conway

Power in high places



The need for reliable stand-by power has never been so acute—power failures are a fact of life today.

But they needn't mean a loss of all essential services—things don't have to stop. It's a case of installing reliable stand-by power that won't let you down at the time you need it most.

At Kongsberg, we consider power failures as emergencies. This is why we've designed gas turbines that offer definite advantages over other stand-by solutions. Proven reliability with a minimum of maintenance—low weight, compactness, and no need for cooling water. Clean exhaust and low noise level from the turbine, mean no pollution—they're easy to live with.

When it comes to installation, again Kongsberg scores, no special foundations are needed—our turbines are vibration-free and can be placed in any plant or building—at various levels from the ground upwards and even in an outdoor package, on the roof.

Other important features, which we know will interest you, include reliable frequency stability to within a factor of $\pm 0.25\%$ and a potential for using the hot exhaust gases in a waste-heat recovery system, producing hot water for domestic heating and evaporative coolers—at any level. Of course they're designed to run 24 hours a day if you need them to.

Kongsberg gas turbines are standing-by, across the world—protecting essential services in industry and public utility—giving confidence in high places—and low ones too...

KONGSBERG LTD.
8 Durweston Street, London W1H 2BY
Tel. 486-4271/2/3/4 Telex 261433
A Division of A/S Kongsberg Vapenfabrik
Agents and representatives throughout the world

"BY THE END of the century"

sounds very remote. Many now launched on their careers and reading this will still be actively working then, so that when they read that by the year 2,000 ten per cent. of energy consumed in the U.S. will come from wind power, the next question in their minds must be: "And what is Britain doing about it?"

The answer is the usual one—that there are around in the U.K. a number of brilliant ideas which given the proper backing must be world beaters. But, as ever alas, leadership from those organisations which have the money and could promote them to secure a world market is absent, generally because they lack the spirit of competition which is the driving force in business and industry.

Ten per cent. of energy consumption is a vast figure for the U.S. in British terms it would represent perhaps an installed capacity to be set up over the next 25 years of 12,000 MW. And a 5 MW windmill, built to present technology, would probably be an awesome multi-rotor giant—a 200 kW unit in Canada has a 180-foot tower and rotor to match. So multiplying by five...

Estimate

To get a feeling for the problem, it is important to look at what estimators think wind power stations would cost. The most recent figure for "cells" of 200 kW wind plants built on a mass production basis is £300 per kW installed. It is a Danish estimate and is based on several years' operation of a wind plant of the same size and breaks down into 35 per cent. for the blades, 20 per cent. for the tower, 20 per cent. for mechanical and 25 per cent. for the electrical section, the remaining 3 per cent. being allocated to site and ground investigation.

Nuclear power plant cost estimates run from £230 to £275 per kW installed and oil plant from £150 to £230. Any industrialist interested in power problems will immediately at shrug, so perhaps a more realistic assessment is a break-even table based on 1975 oil prices. This shows that a 2300 per kW claim. But there is clearly a unit just breaks even with oil at possibility of securing sharp cost reductions in blade and could cost £450 per kW with tower structures—that is, in oil up 50 per cent. on 1975 and 35 per cent. on 1976, and 20 per cent. on 1977. At this level, of total cost, of some reduction. These figures assume average variation in mechanical costs, which

wind speeds of around 25

mph—that is, for exposed coastal or mountain areas. If the assumed speed is reduced to 20 mph (permitting lighter structures) the above figures can be cut by 20 per cent.

It would therefore appear that a case can already be made out for wind power, provided a national (or European) effort is launched with the whole-hearted backing of the DoE and the Generating Board.

Already private industry is offering U.S. home owners wind power installations, to provide a basic 5 kW at a price of £1,500, with the necessary battery storage to make the system feasible. This sounds enormous, but since the equipment would have a minimum 20 years' life (most of it much more) it would be fairer to compare it to 30 years' worth of power/heat bills. The picture then becomes rather different.

To return briefly to the cost argument. The Canadian experiment reported above is based on the use of a vertical axis windmill with aerofoil blades, the strange geometric name of "Troposkien", that is the shape assumed by a piece of rope whirled around in the preliminaries of throwing a lasso. Important in this Canadian design is the claim that it permits the construction of a unit which costs only a quarter as much as the horizontal axis mills because it obviates the need for a mechanism which will keep the fans facing into the wind.

Even more important is the fact that at Reading University in the U.K., a group under Dr. Peter Musgrove has built a device of similar concept to the Canadian one that uses a vertical axis but replaces the complex curves of the "egg whisk" blades by simple paddles. This design offers the further advantage of self-protection in excessive wind speeds while the Canadians will not be able to avoid the use of air brakes in gale force winds.

Of course, the Reading unit at only 10 feet blade length is far smaller than the Canadian one and it is therefore premature to make too much of the claim. But there is clearly a possibility of securing sharp cost reductions in blade and tower structures—that is, in oil up 50 per cent. on 1975 and 35 per cent. on 1976, and 20 per cent. on 1977. At this level, of total cost, of some reduction. These figures assume average variation in mechanical costs, which

are again 20 per cent. of the

total. If the Canadian figures are right they could eventually help to lop off, say, a quarter of 40 per cent. of total cost or 15 per cent. of the £300 per kW installed notional figure for a wind generator.

To continue along these lines would be to commit the same unforgivable sin as the nuclear power enthusiasts who, when Calder Hall began to take shape, were promising a bemused public huge amounts of atomic kilowatt hours at a mere halfpenny a unit, or a decimal 0.2p.

But Sandia laboratories in the U.S. has taken the vertical axis very seriously and built an 8 kW (30 mph wind) version of the egg-whisk that America's Energy Resources Development Association will use as a prototype for a \$1m turbine design to produce 120 kW from 111-foot blades. Larger still will be the 1.5 MW

project, also ERDA-funded, that General Electric (U.S.) and United Technology Corporation are combining to build under a \$7m, 20-month contract.

Full power will be reached at wind speeds of 22 mph and to build a replica would cost only a further \$2.5m, so this is under active consideration.

It will be the largest windmill ever built: the tower alone will be 150 ft. tall, topped by a further 300 ft. of blade structure. Conservationists will howl, although at a distance the structures look rather like parts of the aviary Lord Snowdon designed for the London Zoo.

The Reading design is superior to all the egg-whisk types because it has a simple form of vertical H-type aerofoil, presenting few manufacturing problems. Moreover, the variable geometry windmill, or VGM, has blades hinged to the crossarm so that as wind speed

CONTINUED ON NEXT PAGE

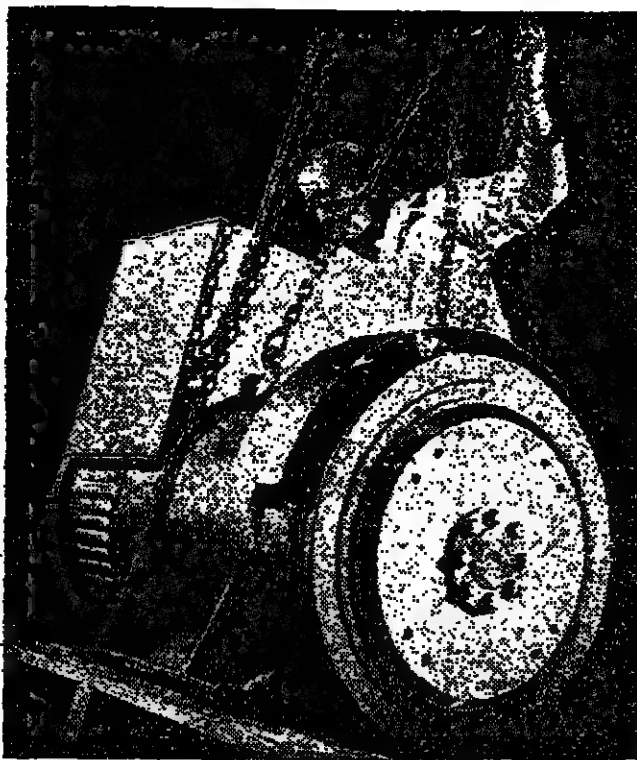
Stone Platt Crawley Limited

Electrical Engineering
100, 102 & 104, Market Street, Crawley, Sussex BN8 6JF
Tel: 0293 523311 Telex: 22221 STPL

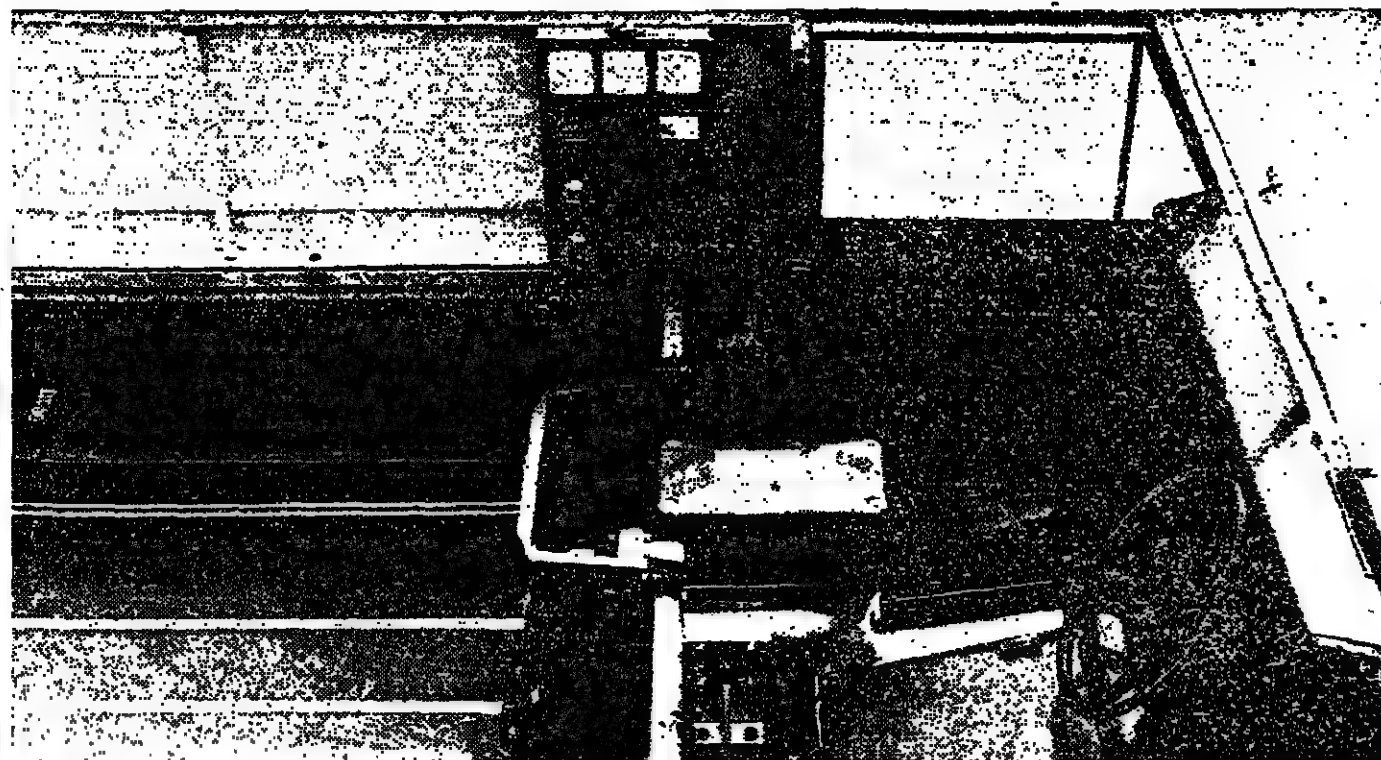
Stone Platt Crawley Limited

Electrical Engineering
100, 102 & 104, Market Street, Crawley, Sussex BN8 6JF
Tel: 0293 523311 Telex: 22221 STPL

STANDBY POWER III



AC434 generator, produced by Newage Engineers Electrical Division, used for standby power in telecommunications, computer installations, lighthouses and hospitals. Pictured right is the Transpower converted Landrover, which places an Allan 7.5 or 10 KVA generator in the centre of the vehicle.



Sun energy and its storage

DER PRESENT economic energy beam which a huge satellite in a geo-stationary orbit 22,000 miles up would be able to focus on a collector dish on earth.

reaching winter, there is no doubt that currently available designs of solar panels to domestic/industrial water pipes can be amortised in five to ten years, depending on the complexity of the installation and its siting.

his method of obtaining a boost for domestic hot water or process water supplies is so thoroughly sited and so widely used that it comes somewhat as a surprise to realise that there are five or six experimental projects in Britain to sun power in domestic use. But these projects are generally linked either with a thermal department in a power station or with extensive use of solar collectors in the form of better insulation than provided by building norms in Spain. By and large use of solar materials in walls and roofs is about half to one-third of that in the Scandinavian countries, which is understandable, but half that of Holland and Belgium, which is not.

It is possible to draw heat from the sun and amortise the equipment to do this quite quickly. The only other alternative apart from wind energy is a heat pump, drawing its raw material from the ambient air or the surrounding ground, or a nearby body of water. It is the economics of heat pumps for the present that are so unfavourable as to place them outside the scope of the private individual.

There are several projects out to turn sun energy so directly into electricity; one of the most ambitious has been in solar cell devices to convert a subject of a great deal of sun energy directly into an electricity. This has electric current, without passing along the lines of "roasting" falling to the ground. The U.S. Government has just passed through the disclosed that costs of such

cells have dropped by a quarter in the last six months.

Ferranti, Mullard and Photonic Controls, among others, have announced packages which can already be justified in navigation beacons and remote meteorological and TV stations, but also possibly for caravans and boats.

The Ferranti MST100, for instance, provides 1.7 watts into a 6V battery system from 20 solar cells, has a long working life and no maintenance while costing £80 per module.

Mullard's offering is a 468 x 365 x 15 mm. sun panel with 34 cells and providing 10.7 watts.

But solar cells are still an expensive way of capturing sunlight, so a great deal of work is being done on mass production and increased efficiency.

Varian Associates, for instance, has reported a 1,000-times increase in power output from its gallium arsenide cells, compared with existing solar reflector and semiconductor material which appears insensitive to temperatures around the 200°C mark.

Caltech's Jet Propulsion Laboratory is working along similar lines and has claimed 15 per cent. conversion efficiency for gallium arsenide cells. Pleasey has claimed even better efficiencies for its cells. North Sea oil rigs are being provided with solar power units and a French company is selling solar-powered pumps into the arid countries with the rule of thumb that one square metre of panel provides enough electricity to pump 1,000 cubic metres of water a year.

Like windmills of the conventional type, banks of solar cells will require to be pointed con-

tinually towards the sun by some device or other. A particularly elegant solution of this sun-following problem was explained recently by Standard Telecommunications Laboratory of Harlow. The device itself looks very like a tray full of large eyeballs in which the "pupils" are the solar cells.

The spheres are made of plastics and float in a water-filled trough quite freely. A Fresnel lens is formed in each sphere and concentrates sunlight on a gallium arsenide cell. The power goes to collector bars and residual heat is absorbed by the water.

To keep the eye looking straight at the sun the designers have placed four petal-shaped gas reservoirs around it and if the concentrated beam moves off the cell and is focused on a reservoir, it will expand and move a small magnet attached to it. This reacts with a permanent magnetic field around back and to push the eyeball into the most favourable position for power generation.

Research STL expects efficiencies of 20 per cent. and while its research team undertakes that work is still very much in the early stages, they are thinking of between £350 and £500 per KW of "electric eyeballs" which would need, however, a bare minimum of maintenance.

But the smaller the scale of application, the more severe the storage problem becomes and here it is likely that the huge effort which has been put into developing batteries with far greater specific power than the lead-acid battery with the city car in view will in fact have a

pay-off both in large area generation and in plants and homes to provide both storage and stand-by services.

Of the several dozen possible battery pairs under intensive development eight years ago only two seem to have survived the test of time—sodium-sulphur and zinc-chlorine.

Chloride Group in the U.K. is the main protagonist of the former. With the backing of the Electricity Council, and is so well advanced with this type of unit, which weight for weight provides roughly three times the power of lead-acid, that a demonstration of battery modules is expected towards the end of the year.

The group is not aiming at a demonstration of laboratory gear, however. The commercial exploitation and manufacturing problems are also being solved.

Its main rival, zinc-chlorine, is a U.S. idea resulting partly from the rejection of lithium-chlorine as too difficult to couple even though sodium-sulphur. Apparently more complex than the latter, it reacts chlorine hydrate with zinc to produce water, power and zinc chloride. On charging, chlorine bubbles off as the zinc plates out onto an electrode and the gas is absorbed in water to form the hydrate again. Oxy Metal Finishing Corp. is the developer.

It would be wrong to dismiss the other contenders summarily, particularly as ASE's molten

salt battery is conceived specifically for use on power grids. Other formulae keep popping up in the news, such as the NASA lead-oxygen cell, Chloride's Cyclon sealed lead-acid cell and the latter's lightweight lead-acid battery, as well as lithium-carbon dry cells from NASA, "cheaper" nickel-zinc batteries. The field is open but it is fair to say that the two runners above have a long start.

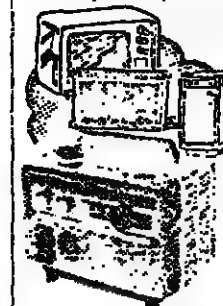
Significant for the next ten years of development in this area of industry is a recent survey of the "heating, cooling and lighting industries" in Western Europe by Frost and Sullivan. It predicts doubled sales by 1985 of £7bn. of equipment primarily in electrical fixture and energy conservation categories as a result of European attempts to cut raw energy consumption by 15 per cent. by that date. The figure is in 1973 price terms and compares with sales of £3,639bn. last year.

This review places a great deal of emphasis on the heat pump though more recent studies of its potential appear to make its successful development more problematical. Like all other energy producers considered above, however, it is tapping reserves that have hitherto been untouched and taking very little indeed from the world's dwindling stocks of fuel. For that alone it is worth persevering with.

Ted Schoeters

Honda generators will stand by you.

Your insurance against power failure is to own your own Honda Portable Stand-by Generator like the E4000 (illustrated below). It's quiet and no larger than a tool box and will provide ample power for all domestic appliances which operate up to



500 watts AC. Fuel requirement about 10 hours running on 1 gallon - that's Honda economy.



Stand-by Generators will provide continuous power supply for all equipment requiring electric power up to 4 kilowatts. The E4000 mobile model (illustrated below) All Honda Generators are weather resistant and are powered by reliable Honda 4-stroke Long Life easy-start engines.



For industrial and commercial premises there is the E2500 (above) which provides AC outputs up to 2,500 watts, enough to keep office accounting machines, electric typewriters and lights functioning during a power crisis. For contractor's plant and essential services, Honda Portable

HONDA
HONDA (U.K.) LTD., Power Products Division, Power Road, Chiswick, London W4.

STANDBY POWER FOR LONG OR SHORT TERM HIRE

GENERATING SETS
30KVA to 500KVA
PACKAGED BOILERS
2,000 - 25,000 lb/hr

SPECIALIST SERVICE IN THE SALE OF NEW AND SECONDHAND PLANT INCLUDING
STEAM BOILERS
STEAM TURBINE GENERATING SETS
DIESEL GENERATING SETS
ENGINES, PUMPS, ETC

GEORGE COHEN MACHINERY LTD
600 WOOD LANE LONDON W12 7RL
TEL. 01-743 2070 TELEX 21288-9

600 GROUP

Harnessing

CONTINUED FROM PREVIOUS PAGE

raises the tips can incline outwards as they are attached to the top of the H-frame by spring wires. The net result is a design which is insensitive to wind forces to a large extent and in which blade stresses are no problem.

Fortunately the design is being patented and work is to continue under Science Research Council patronage. There is certainly scope for a Wolfson Foundation filip here and if Britain's turbine, generator and transformer makers would get on with perfecting such systems they would have no time to bemoan their treatment at the hands of CEEB, since overseas customers would be queuing to buy.

A much less expensive way of deriving power from the wind has the backing of Britain's National Research Development Corporation. It proposes to supply heat derived from the pumping of a hydraulic oil through a friction system, motive power being supplied by a helicopter-type rotor mounted on a tower.

Venture

With NRDC in this venture are Servotech of Redhill and Control Technology of Peasehollow; the first objective is the building of a 60-foot rotor and 38-foot tower with the required pumping gear to produce on the ground some 150,000 KW of heat a year. The proposal sensibly sticks to standard industrial components throughout—helicopter technology is 30-years-old and high pressure hydraulics even older.

It also makes the modest claim that, as conceived, the unit would be ideal to heat greenhouses economically. At a later stage, several sizes of rotors, down to about 12 feet, will be developed and equipment tailor-made to industrial and even domestic requirements put on offer.

No part of the foregoing covers the problem of what to do with the power or the heat at times of the day when it is not immediately required, bringing up the fascinating work in progress all over the world on storage problems, either by batteries or in "heat dumps" or as investigated at length by Philips, Eindhoven, and by Mullard in flywheels.

Because the windmill, if installed as extensively as U.S. projections would have it, will make far more visual impact on the environment than any other form of auxiliary power unit, it is likely to generate more heat in argument than in fact, at least in the beginning. The alternative is the ultra-insulated house such as that built at the National Centre for Alternative Technology. All windows are quadruple glazed and only one will open. Walls, roof and even the cooker are thickly insulated and internal temperatures are controlled through a heat pump driven by a 1/3 hp motor which works to heat exchangers in the roof to remove or collect heat while a fan blows hot or cold air through a central duct. A second heat pump extracts heat from waste water and returns it to the storage cylinder.

The energy load of this house is only 250 kW in the coldest month of the year against 2,000 for a conventional house. The additional cost per house, assuming this experimental one were to be the pattern for a whole series, would be around the £2,000 mark.

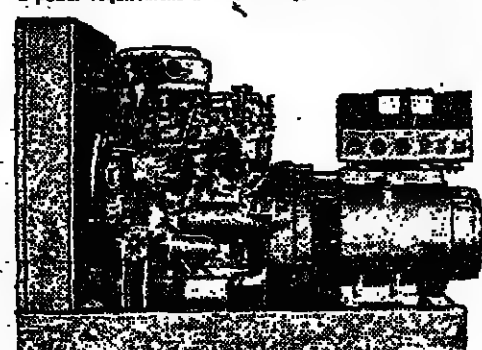
But the argument is not between disfiguring the countryside and claustrophobia. It is between those who will not admit that it is imperative to conserve dwindling energy resources such as coal, gas, oil and uranium and tap those which are now not used to any significant degree and people with a social conscience.

Ted Schoeters

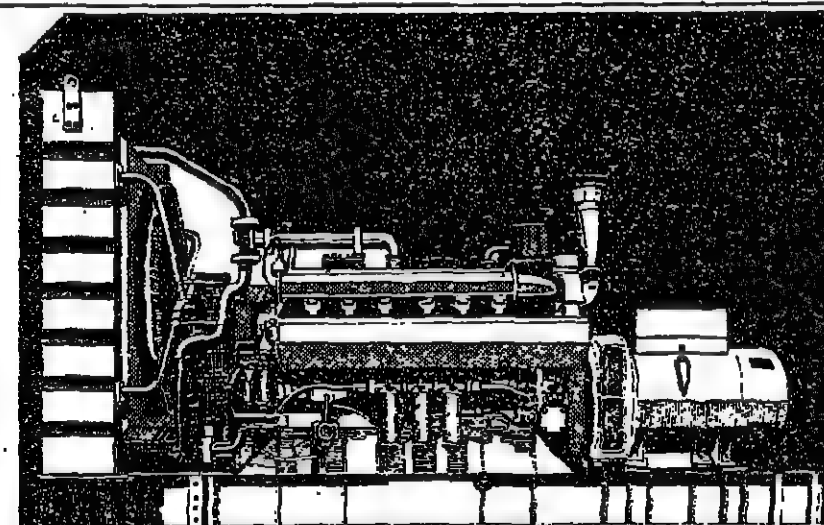
特 generator qualite
力 generator qualitat
貝 generatore qualita
的 engendrador caulidad
發 سولد ممتاز
電 quality generator...

...in any language it means **G&M**

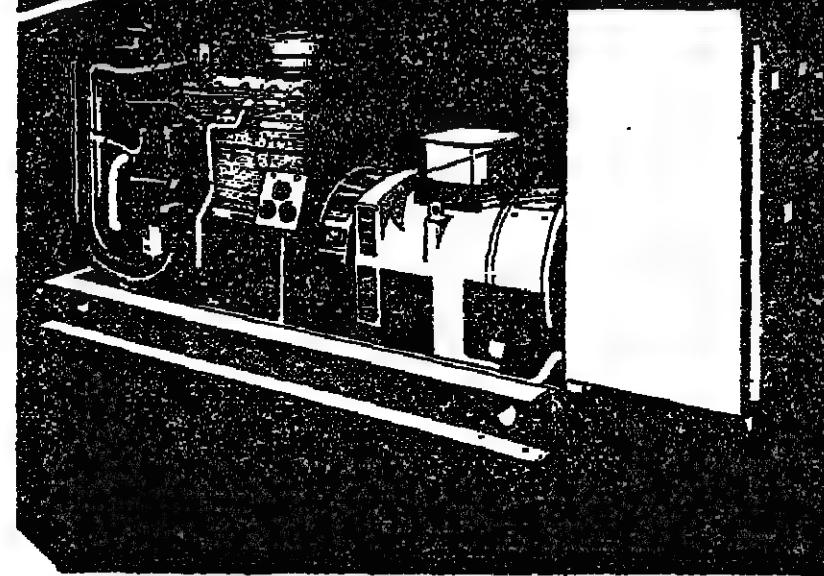
Throughout the world G & M are known as the generator specialists. Their generators are providing standby power for factories, hospitals, communication systems; portable power for construction sites, railways and military operations; marine auxiliaries in all types of vessels from rowing boats to naval patrol boats. Wherever you find G & M you find quality because G & M generators are designed and built to give reliable service. They are available in sizes from 500W to 385KVA. If you have a power requirement we can satisfy, let us help you.



Please send for full details to:
G&M POWER PLANT
10000 South, Midland Road, Birmingham, B15 2JX, England
Telephone 0121 41746, Telex 90276, Telegrams: Generators G&M



Dawson-Keith
Generators-
the alternative
power supply.



a full range of models available for early delivery.

Dawson-Keith were well prepared to meet the recent upsurge in demand for stand-by power.

Factories and depots in Havant, London, Midlands and Glasgow sell, hire and service generating sets for customers who have specific needs.

The company's main success has been based on a pre-planned range of sets with the extra features most in demand already part of the standard package.

DK Manufacture for sale or rental; baseload, automatic & transportable sets 1 to 1500 kVA

DK Specially designed power systems

DK Largest UK rental company

DK Comprehensive service and maintenance contract

DK World wide representation

DAWSON-KEITH LTD

Dept FT, Deekay House North Street, Havant, Hampshire, England

Telephone: (0702) 74123

Rental/Service (0702) 76011

Telex: 86543 Deekay Havant

Cables: Autogen Havant

Also at: LONDON 01-588 8241

MIDLANDS Chesterfield (0245) 653223

GLASGOW (043) 776 7671

DK
GENERATORS OF POWER

This document contains particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information to the public with regard to the Company. The Directors of E. Chalmers Holdings Limited collectively and individually accept full responsibility for the accuracy of the information given herein and confirm, having made all reasonable enquiries, that to the best of their knowledge and belief there are no other facts the omission of which would make any statement herein misleading. Application has been made to the Council of The Stock Exchange for the whole of the share capital of the Company, issued and proposed to be issued, to be admitted to the Official List. A copy of this document having attached thereto a statement of adjustments made by the accountants in arriving at the profits shown in their Report and giving their reasons therefor, together with the latest of accounts and copies of the material contracts referred to herein have been delivered to the Registrar of Companies for registration.

E. CHALMERS HOLDINGS LIMITED

(Incorporated in Scotland under the Companies Acts 1962 to 1976)

SHARE CAPITAL

Authorised
£15,000 in 1,500 5-6% Cumulative Preference Shares of £10 fully paid
750,000 in 7,500,000 Ordinary Shares of 10p fully paid
£765,000

BORROWINGS

Chalmers
At 27th August 1976, apart from inter-company transactions, neither Chalmers nor any of its subsidiaries had any loan capital, mortgages or charges, borrowings or indebtedness in the nature of borrowing including bank overdrafts and liabilities under acceptances, trade bills, acceptance credits, hire purchase commitments or guarantees or other financial obligations.

Downiebrae
At 27th August 1976 Downiebrae and its subsidiaries had bank overdrafts which amounted in aggregate to £130,000 which were secured. A subsidiary of the Company has secured bank overdrafts of £125,000 and £125,000 which are repayable in 12 half-yearly instalments of £1,000. Save as mentioned above, and apart from inter-company transactions, neither the Company nor any of its subsidiaries has any loan capital, mortgages or charges, borrowings or indebtedness in the nature of borrowing including bank overdrafts and liabilities under acceptances, trade bills, acceptance credits, hire purchase commitments or guarantees or other financial obligations.

DIRECTORS
ALBERT BROWN MCFADDEN
6 Bishopsgate, Thorntonhall, Lanarkshire
WILLIAM GRAHAM PEOACOCK
The Cedars, 22 Moorfield Road, Gourock, Renfrewshire
JOHN RENTON TWADDLE
3 Cambusdon Drive, Ayr, Ayrshire

SECRETARY, REGISTRAR AND REGISTERED OFFICE
ALBERT JAMES MILLER
181 Swanston Street, Glasgow G40 4HH

BANKERS
THE GOVERNOR AND COMPANY OF THE BANK OF SCOTLAND
165 West George Street, Glasgow G2 2JR
CLYDESDALE BANK LIMITED
30 St Vincent Place, Glasgow G1 2HL

Introduced by

McNEILL PEARSON LIMITED
MERCHANT BANKERS

SOLICITORS

to the collecting and to E. Chalmers Holdings Ltd.
PATRICK & JAMES, WS
30 Melville Street, Edinburgh EH3 7TH

to Downiebrae Holdings Ltd.
MACLARY, MURRAY & SPENS
169 West George Street, Glasgow G2 2LA

ACCOUNTANTS

Joint reporting accountants and Auditors to E. Chalmers Holdings Ltd.
CLUNIE & SCOTT, CA
7 Melville Crescent, Edinburgh EH3 7NA

Joint reporting accountants and Auditors to Downiebrae Holdings Ltd.
TURNER, HUTTON & LAWSON, CA
90 Mitchell Street, Glasgow G1 3NH

STOCKBROKERS

CAMPBELL NEILL & CO
Stock Exchange House, 69 St George's Place, Glasgow G2 1JN
and The Stock Exchange, London and Glasgow

THE PROPOSED ACQUISITION OF DOWNIEBRAE HOLDINGS LIMITED

BACKGROUND TO THE PROPOSED ACQUISITION

It was announced on 7th July 1976, that the acquisition of Downiebrae Holdings Limited ("Downiebrae") was proposed by E. Chalmers Holdings Limited ("Chalmers"). At an extraordinary general meeting of Chalmers held on 21st September 1976, shareholders approved the terms of the proposed acquisition and the increase in the authorised share capital necessary to implement the acquisition.

TERMS OF THE PROPOSED ACQUISITION

Chalmers has entered into a conditional contract for the purchase of the whole issued share capital of Downiebrae for a consideration of £300,000 Ordinary Shares of 10p of Chalmers and cash of £484,000.

The £300,000 Ordinary Shares of 10p of Chalmers to be issued as part of the consideration for the acquisition of Downiebrae will be issued at par value of 10p each and will rank from the date of issue pari passu with the existing Ordinary Shares of Chalmers and will thus rank for all dividends declared after the date of issue.

The contract provides for the shareholders of Downiebrae (i) to grant certain indemnities to Chalmers in respect of potential estate duty, capital transfer tax and income tax liabilities in respect of the shares of Downiebrae and its subsidiaries and (ii) to procure the reorganisation of the share capital of Downiebrae prior to the acquisition by Chalmers.

The proposed acquisition is conditional upon the Council of The Stock Exchange having granted permission for the admission to listing of the shares to be issued and for the reorganisation of the share capital of Chalmers.

McNeill Pearson Limited, which has advised the Board of Chalmers that they consider the proposed terms of the acquisition to be fair and reasonable to the shareholders of Chalmers.

Mr McFadden and Mr Peacock are directors of Chalmers and, together with their families, own the whole issued share capital of Downiebrae. Implementation of the proposed acquisition will result in Mr McFadden and Mr Peacock, together with their families, holding 3,433,000 out of an issued 6,974,542 Ordinary Shares of Chalmers.

Chalmers and its subsidiaries are presently engaged in a number of projects which are of considerable importance to the metal processing industry and it is the intention of the Directors that further expansion of the combined group will be controlled from Scotland although future expansion need not be limited geographically.

REASONS FOR PROPOSED ACQUISITION

Since the sale of its paper division in 1973 Chalmers has continued to trade through its metal processing division which has tended to show cyclical profitability. Although previous Boards of Chalmers had considered a number of ways to develop the company's resources on a sufficiently attractive opportunity had been found. When in March 1976 Mr McFadden and Mr Peacock acquired through their private company Downiebrae a shareholding in Chalmers and were appointed to the Board they had clear ideas on revitalising Chalmers' existing metal division and expanding the business into new areas.

Chalmers and its subsidiaries have considerable experience in the metal processing industry and were confident that there was a positive opportunity to apply their expertise in building a substantial Scottish-controlled group within the fabric of the existing Chalmers company.

It subsequently became clear to the Directors that a merger of Downiebrae with Chalmers could offer advantages which are not available while the groups operate separately. In particular, as far as Chalmers are concerned, the acquisition of Downiebrae offers an important new source of income from a progressive sector of industry, coupled with management skills and the capacity to employ them to the benefit of Chalmers.

It is the opinion of the Directors that the acquisition of Downiebrae, whose record has been one of rising profitability, should enable Chalmers and the combined group to benefit from the broader base of financial, operational and management resources which should prevail after the acquisition. The activities of the Chalmers and Downiebrae Groups are complementary and it is the intention of the Directors that further expansion of the combined group will be controlled from Scotland although future expansion need not be limited geographically.

INFORMATION ON CHALMERS

E. Chalmers Holdings Limited was originally incorporated in Scotland under the Companies Acts 1962 to 1976 on 27th July 1972, and is now purely a holding company with three operating subsidiaries ("The Chalmers Group").

Since the sale of its paper division in November 1973, the activities of the Chalmers Group have been confined to metal processing and metal engineering.

Chalmers and Company Limited, the principal subsidiary, operates from its own factory at Swanton Street, Glasgow, where various metal engineering products are produced, particularly metal structures, valves, bearings, pumps and pipe fittings.

Chalmers and Company Limited purchases metals locally and is also supplied by the other two subsidiaries, John Metals Limited and E. E. McFadden Metals Limited in Britain. Both of these subsidiaries also sell to outside customers in their local areas.

INFORMATION ON DOWNIEBRAE

Downiebrae Holdings Limited was incorporated in Scotland under the Companies Acts 1962 to 1976 on 28th November 1973, to acquire three operating companies, Downiebrae Fabrications Limited, R. N. Dodds & Sons Limited and Steel Profiles Limited, which were run by A. B. McFadden and W. G. Peacock and owned by them and their family interests. The subsidiaries of Downiebrae Holdings Limited are in Renfrewshire, Glasgow.

Downiebrae Fabrications Limited, which was incorporated in December 1971, occupied its present site and factory in January 1972 and moved to its new premises in February 1972 after substantially re-equipping the premises. The principal activities of Downiebrae Fabrications Limited have not changed from inception and fall into three main areas:

1. Profile cutting—the cutting of steel profiles to customer specification out of a range of steel plate.

2. Pipe flanges—the manufacture of pipe flanges, which are used for coupling pipes and pipelines, from profile cut steel. A full range of flange sizes are produced by Downiebrae Fabrications Limited from 1" to 120" nominal bore to all recognised standards.

3. Steel plate—the sale of miscellaneous steel plate which is principally held for the manufacturing process.

R. N. Dodds & Sons Limited

R. N. Dodds & Sons Limited was acquired by Mr McFadden, Mr Peacock and their families in October 1972. Its activities were similar to those of Downiebrae Fabrications Limited but management problems and a weak financial situation made it increasingly uncompetitive and unable to maintain an even flow of production.

R. N. Dodds & Sons Limited had first-class premises in Newcastle situated in a growing industrial area and was also a manufacturer of metal structures, valves, bearings, pumps and pipe fittings.

The principal customers of the Downiebrae Group are pipe fabricators, petroleum and petro-chemical companies, shipbuilders, mining equipment manufacturers and general engineering companies. A substantial proportion of the output of the Downiebrae Group products goes to industries associated with North Sea oil and gas production.

Steel Profiles Limited

This company was incorporated in September 1974, to acquire the profile cutting and flange manufacturing business previously carried on by a subsidiary of Tube Investments Limited from premises in Bolton. The trading activities have been carried on at a rental of £2,000 per annum. Part of this latter unit is subject to repositioning by the local authority without compensation for the purposes of a highway development which is not expected to proceed.

So far as the Directors are aware there are seven companies, apart from the Downiebrae Group, involved in the specialist activities of profile cutting and flange manufacture in the United Kingdom. Within this broad grouping only the Downiebrae Group and two other companies produce a full range of pipe flange sizes to all recognised standards. The Downiebrae Group are considered by the Directors to be strongly placed to compete successfully in what they see as an expanding market for their products.

The principal customer of the Downiebrae Group is the steel plate industry. An important factor in the success of Downiebrae is its knowledge of this market and this, together with the ability to buy in volume, has contributed significantly to overall profitability.

Production is capital intensive and machinery used contains a high level of automation. While equipment is up to date it is well tested and has been proven highly efficient.

The rapid expansion of the Downiebrae Group has stemmed directly from its management ability. From inception the management's philosophy has incorporated a high technology production process with a highly motivated and well trained labour force.

The principal customers of the Downiebrae Group are pipe fabricators, petroleum and petro-chemical companies, shipbuilders, mining equipment manufacturers and general engineering companies. A substantial proportion of the output of the Downiebrae Group products goes to industries associated with North Sea oil and gas production.

THE COMBINED GROUP

Your Directors consider that the combination of the Chalmers and Downiebrae companies will create a strong and effective engineering and metal group. Apart from any benefits which may flow from this position of greater stature it is hoped that a number of more tangible spin-off benefits as direct trading activities will arise. Areas where such spin-off benefits are expected are the sharing of transport, factory and administration overheads, and the joint use of facilities on any future geographical expansion of activities.

Further expansion of the Group is planned beginning with the expected completion of the new factory unit in Bolton in September 1976. Approximately one half of the 27,000 square feet available will be used for producing and flange manufacture. Part of the remaining space will be available for use by the Chalmers division with the Board still considering a final use for the remaining area. It is the intention of the Directors that further expansion of the Group will take place geographically and at the same time setting up of further activities related to the expertise in processing and manufacturing services and non-ferrous metals will be examined.

PREMISES

Downiebrae Group
Downiebrae Road
Renfrewshire
Glasgow
Station Road
Newcastle

Factory unit—37,000 square feet
Site 115 acres—Flooded tenure

Factory unit—14,000 square feet
Site 1.66 acres—Leasehold
The lease expires on 24th June 2029, rental £135 p.a.

A factory unit of 4,500 square feet on this site is let to the Chalmers Group subject to three months' notice at a rental of £2,000 per annum. Part of this latter unit is subject to repositioning by the local authority without compensation for the purposes of a highway development which is not expected to proceed.

Union Road
Bolton
Factory unit—22,000 square feet (expected date of completion September 1976)
Site 1.86 acres—Freehold

Chalmers Group
Swanton Street
Glasgow
Factory unit—91,000 square feet
Site 3.3 acres—Flooded tenure

Dalton Street
Belfast
Factory unit—2,970 square feet—Freehold

11 Kersland Crescent
Belfast
Private dwellinghouse subject to service tenancy

2 Ashley Place
Leith, Edinburgh
Private dwellinghouse subject to regulated tenancy. Flooded tenure.

STATEMENT OF COMBINED NET TANGIBLE ASSETS

A proforma combined statement of net tangible assets based on the audited consolidated balance sheets of E. Chalmers Holdings Limited at 28th February 1976 and of Downiebrae Holdings Limited at 30th June 1976 and containing adjustments as used in the Accountants' Report shows the following:

Fixed Assets
Current Assets
Stocks and Work in Progress
Debtors
Cash and Short Term Investments

£'000 £'000 £'000
691
882
157
1,669
252
291

Less: Liabilities
Net Tangible Assets

£'000 £'000 £'000
824
1,715
27
1,488

The cash balances as shown above have been reduced to take account of the proposed payment of £484,000 to the shareholders of Downiebrae.

MANAGEMENT

The Board
On the proposed acquisition taking place, Albert B. McFadden and W. Graham Peacock will become joint managing directors of E. Chalmers Holdings Limited. Mr McFadden, aged 50, whose business career has involved him in executive control of structural engineering, steel stockholding, shipbuilding and scrap metal processing, will have day-to-day responsibility for the metal processing activities. Mr Peacock, aged 44, who has been managing director of all the Downiebrae activities since their incorporation or acquisition will have overall control of that side of the group. Prior to setting up Downiebrae Fabrications Limited in 1971, he had extensive experience in the oil, engineering and steel stockholding industries.

J. R. Twaddle, aged 68, has been a director of Chalmers for 8 years, and has been involved in the non-ferrous metals business all his working life.

Subsidiaries
The principal operating subsidiary of the Chalmers division will be E. Chalmers and Company Limited. A. M. Floyd, aged 49, has been with the company since 1966 and is the production director, and F. L. Wang, the sales director, aged 43, has been with the company since 1967. S. Craik, aged 34, is a managing director of E. Chalmers and Company Limited in Renfrewshire and has been with the Chalmers Group since 1963. The managing director of John Metals Limited in Newcastle is J. A. Kenney, aged 41, who has been with the Chalmers Group since 1966.

There will be three operating subsidiaries under the Downiebrae division whose key executives are N. A. McFadden, aged 37, who is production director of Downiebrae Fabrications Ltd. in Renfrewshire; G. Scobie, aged 48, who is managing director of R. N. Dodds & Sons Limited in Newcastle; and D. Hall, aged 36, who is a general manager of Steel Profiles Limited in Bolton.

The Downiebrae division is also served by a capable and aggressive sales team who have general executive as well as normal marketing responsibilities.

Administration
A. J. Miller, who will be Company Secretary to the Group, has been with Chalmers for 30 years, and D. F. Dunlop, who will be group accountant, has been with Downiebrae for three years.

Labour
The Chalmers division employs approximately 30 people and the Downiebrae division approximately 100. No redundancies are envisaged as a result of the merger and in the longer term employment prospects for present and future employees should be improved.

FUTURE PROSPECTS AND DIVIDENDS

As can be seen from the Accountants' Report, the profits of the Downiebrae Group before taxation and extraordinary items have risen from £4,506 in 1972 to £393,337 in 1975. Within the engineering industry overall demand during 1976 has been running at a low level and steel sales of the Downiebrae Group for 1976 are not expected materially to exceed those for 1975. However, on taking into account the audited accounts of Downiebrae for the six months to 30th June 1976, which show consolidated profits before taxation of £237,317, in the absence of unforeseen circumstances, the Directors are of the opinion that the assumptions made in Section 6 of the Statutory and General Information the Directors expect consolidated profits for the year ended 31st December 1976 of £400,000 before taxation.

As can be seen from the Accountants' Report the consolidated profits of Chalmers before taxation and extraordinary items have fluctuated over the years and for the year ended 28th February 1976 were £32,238. The Directors are of the opinion that the combined group will be in a position to benefit from the generally higher level of selling prices for metal inputs will contribute to a substantial recovery and for the ten-month period to 31st December 1976, on the basis of the assumptions made in Section 6 of the Statutory and General Information, on the basis of the consolidated accounts for three months to 31st May 1976, and in the absence of unforeseen circumstances, consolidated profits of £175,000 before taxation are expected.

The accounting year end of Chalmers, previously the last day of February, will be changed to 31st December in line with Downiebrae.

On the basis of the forecasts for Downiebrae and Chalmers, profits before taxation of the combined group will be £575,000 for the period ending 31st December 1976.

Looking to the future, the Directors are of the opinion that Downiebrae has the spare capacity to benefit strongly from a substantial rise in the level of activity of the U.K. engineering industry. Chalmers should also benefit from such an increase in activity although to a lesser extent.

Dividends
On the basis of the forecasted group profits before taxation of £575,000 for the period to 31st December 1976, the Directors expect to pay an interim dividend of 0.4p per share (which with the associated tax credit at a rate of 35% would be equivalent to a gross dividend of 0.62p per share) and to recommend the payment of a final dividend of 1.48p per share (which would be equivalent to a gross dividend of 2.28p per share).

The following table illustrates how group profits of £575,000 before taxation in a full year would be apportioned assuming a corporation tax rate of 52%.

Group profits before taxation £ 575,000
Less: Taxation 296,000
£ 279,000

Less: Preference dividend 840
Ordinary dividend 144,031 144,871

Retained profits £134,129

REPORT OF THE JOINT REPORTING ACCOUNTANTS

7 Melville Street, Edinburgh EH3 7NA
31st September 1976

The Directors
E. Chalmers Holdings Limited
181 Swanston Street
Glasgow G40 4HH

Conferment
In connection with the proposed acquisition by your Company of the whole issued share capital of Downiebrae Holdings Limited (Downiebrae) and in accordance with your instructions, we have examined the Accounts of Downiebrae and its Subsidiaries for the year ended 30th June 1976 as outlined below.

Chalmers & Scott, CA, are Auditors of E. Chalmers Holdings Limited (Chalmers) and some of its Subsidiary Companies during the period covered by this Report, and Turner, Hutton & Lawson, CA, have acted as Auditors of Downiebrae, Downiebrae Fabrications Limited (DFA) and Steel Profiles Limited (SP) since their respective dates of incorporation and of R. N. Dodds & Sons Limited (RND) since that date. We have acted as Auditors of the combined group since 1st March 1972, the Accounts of RND were audited by George Ling & Co., Chartered Accountants, Newcastle.

Downiebrae Holdings Limited
DHL was incorporated on 27th December 1971. On 30th November 1972 the whole share capital of RND, a company incorporated on 28th November 1973, was acquired by DHL. SP was acquired by DHL on 31st December 1973. In each case, the whole share capital was subscribed or acquired by Albert Brown McFadden and William Graham Peacock and their family interests in equal proportions as between the two families.

Downiebrae was incorporated on 28th November 1973, when an offer was made to acquire the whole issued share capital of the above three Trading Companies. This offer was accepted and, as a result, DFA, RND, and SP became wholly owned Subsidiaries of Downiebrae on 1st December 1973, forming the Downiebrae Group.

Trading Results of Downiebrae Holdings Limited
In our opinion the trading results shown below, which have been prepared under the historical cost convention, read in conjunction with the Statement of Accounting Policies and other Notes appended, give a true and fair view of the trading results of Downiebrae Holdings Limited for the year ended 30th June 1976, and for the six months ended 30th June 1976, in so far as they concern the Members of the Companies.

The figures reflect the consolidated results of Downiebrae since its incorporation and the combined results of DFA, RND and SP since their acquisition by Mr McFadden and Mr Peacock and their family interests.

Years ended 31st December

1972 1973 1974 1975 1976
£ £ £ £ £

Turnover 231,336 702,387 1,460,785 1,441,729 1,333,792
Cost of Sales, including all expenses other than items detailed below 213,297 594,925 1,167,977 1,414,081 579,693

Depreciation and Amortisation 18,839 105,282 282,386 427,878 236,189
Overhead and Loss Interest paid 5,782 11,877 12,581 1,250 3,728
Less: Interest received (334) (330) (719) (12,191) (3,977)

Profit before Taxation and Extraordinary Items 13,533 25,214 36,581 34,341 18,782
Less: Taxation 4,506 76,088 254,227 393,337 237,317
Profit after Taxation, before Extraordinary Items 8,987 18,526 12,354 25,004 15,465

Profit after Taxation, after Extraordinary Items 1,024 42,385 119,543 190,647 110,618
Less: Dividends (1,024) (1,024) (722) (13,389) —
Profit attributable to Shareholders (219) 41,361 118,821 177,258 110,618

Retained Profit £19 40,337 118,116 163,869 110,618

The net earnings of £110,618 attributable to 500,000 fully paid ordinary shares of £1 in issue represent earnings of 22.1p per share in the six-month period to 30th June 1976. Downiebrae Holdings Limited was incorporated in November 1973 and earnings up to 30th June 1976 are not comparable.

Accounts for the six-month period ended 30th June 1976 have been prepared and audited. No figures are available for the comparable period ended 30th June 1975, and the profits for the period ended 30th June 1976 should not be taken as an indication of the maintainable level of profits for the remainder of the year.

Balance Sheets of Downiebrae Holdings Limited
In our opinion the Balance Sheets shown below, which have been prepared under the historical cost convention, read in conjunction with the Statement of Accounting Policies and other Notes appended, give a true and fair view of the state of affairs of the Company and of the Group at 30th June 1976 in so far as they concern the Members of Downiebrae Holdings Limited.

Downiebrae Holdings Limited and Subsidiaries

Fixed Assets
Goodwill
Investment in Subsidiary Companies
Current Assets
Debtors
Work in Progress
Debtors

£ 561,676
—
190,032
1,630
—
322,922
387,203
709,420

Current Liabilities
Creditors
Current Taxation
Bank Overdrafts

1,630 429,136 103,086 387,203
— 190,032 387,203
1,630 678,566

Net Current Assets/(Liabilities) (£1,630) 39,454
Less: Amount due to Shareholders — 387,203
£ 678,566

Represented by:
Share Capital
Profit and Loss Account
Retained Profit

500,000 500,000
1,630 1,630
678,566 678,566

Notes on Foregoing Statements

1. Accounting Policies
The significant Accounting Policies followed by the Companies are as follows:

(a) Basis of consolidation: Downiebrae was formed to acquire the interests of Mr McFadden and Mr Peacock and their families in DFA, RND and SP and accordingly the results of DFA, RND and SP since their incorporation and of RND since 30th November 1973 have been consolidated in this Report. Prior to 30th November 1973, the results of RND were not in our view relevant, and have been excluded from the above figures.

(b) Turnover represents sales to third parties in the course of normal trading after deduction of returns and allowances and excludes inter-company transactions and Value Added Tax.

(c) Stock and Work in Progress: Stock is valued on a consistent basis at the lower of cost and net realisable value. Work in Progress is valued on a consistent basis at selling price, less an appropriate margin for profit and all costs other than material and direct labour.

(d) Depreciation: No depreciation has been charged on Freehold Heritable Property. Leasehold Properties are amortised on the straight line basis over the term of the lease. Depreciation on plant and machinery has been charged on the straight line basis at rates between 10% and 33% calculated to write off the assets over the period of their useful lives.

(e) Deferred Taxation: Included in the charge for taxation is provision for deferred taxation on the liability method at the rates ruling on each Balance Sheet date.

(f) On the capital gain which would have arisen if Heritable Property which has been realised in the Accounts and been sold at the new Balance Sheet value on the date of realisation.

(g) On the basis of aggregate book values of fixed assets ranking for Capital Allowances over the corresponding taxation written down values (less the amount of unabsorbed losses brought forward).

(h) On increases in Stock and Work in Progress since 1st January 1973 eligible for relief.

(i) Regional Development Grants are deducted from the cost of the Assets in respect of which they were received.

2. Notes on Trading Results
(a) Corporation Tax has been provided on the adjusted profits for each period at the rates then ruling.

(b) No dividends have been declared or paid to shareholders during the period under review.

Local boy made good—locally

Building should begin in January, with the plant becoming operational in two years. It will produce 100 tonnes of product, comprising 50 tonnes of product, comprising 10 tonnes a day, mainly 120 tonnes a day, mainly 100 tonnes and 120 tonnes of liquid nitrogen.

The plant will be built from liquid and cylinder form, will be built adjacent to the present gas works, which feeds gas to the area to be supplied by the plant. It will supply local industry, including the expanding private gas sector and special steel works which use oxygen as a manufacturing ingredient of their manufacturing process.

Mr. Alan Treslove, BUC's Western region controller, said yesterday that one of the reasons that the choice of location was that BOC would be supplying oxygen, nitrogen and argon to the British Steel Corporation's new 100,000 tonnes steel melting and casting plant at Scunthorpe, 10 miles from Sheffield.

More Suez convoys

Ship convoys passing through the Suez Canal will be increased from two to three daily starting from October 15, a Israel Authority spokesman said today.

He said the increase was in line with traffic growth in the waterway since it was reopened to international shipping on Oct. 1 following an eight-year closure.

In the first few weeks after the re-opening, traffic ships daily. The number now stands at 50, but the daily increase will be decided by Israeli war.

From October 1 to two southbound convoys. For Said daily traffic will be increased to three. The City will remain single convoy.

The build-up has not been without problems. Two years ago the Monopolies Commission blocked a takeover of House Fraser by Boots and an investigation by the City Takeover Panel said that there were "strong grounds" for concluding

colvement in trading, rather than in investment.

Since then, Sir's holding in House of Fraser has been rebuilt to the present 10 per cent.

Outside the two groups, Sir Hugh has been a director of the Edinburgh merchant bank Nisbet Scott & Co. since its formation in 1962. He was the largest individual shareholding. He was involved with the bank in the formation in 1972 of International Caledonian Assets, a private company dealing in property.

He has shared his father's interest in tourism, begun with the building of the Aviemore hotel and ski centre complex. But a plan to build a similar centre at Cairn Robin, near Inverness, had to be abandoned last year when the estimated cost rose from £20m. to £17m.

	<i>F. H. Johnson</i> <i>Holdings Limited</i> £	<i>Chalmers</i> <i>Holdings Limited</i> £ and Subsidiaries
Fixed Assets	—	128,737
Quoted Investments	244	244
Investment in Subsidiary Companies	—	—
Deferred Asset	30,423	—
Current Assets	—	990,630
Stocks	—	273,151
Debtors	330,045	478,942
Cash on Deposit and on Hand	337,422	1,252,724
Current Liabilities	—	—
Creditors	14,247	105,362
Current Taxation	101,173	105,130
Provision for Dividend	17,609	17,605
	133,029	228,097
Net Current Assets	204,195	1,027,638
	1,011,500	1,156,059
Represented by:	—	—
Share Capital	327,494	237,454
Reserves	684,055	798,655
Deferred Taxation	—	69,750
	1,011,500	1,156,059

1. **Accounting Policies**
The significant Accounting Policies followed by the Group are as follows:-

(a) **Period of Consideration**
The Consolidated Accounts include the Accounts of the Holding Company and its Subsidiaries made up to the last day in February each year and for a period ended 30th November 1973 in the case of the Paper Division and to the above.

(b) **Turnover**
Turnover represents amounts invoiced to customers from normal trading and excludes intra-company transactions.

(c) **Stock**
Stock is valued at Cost.

(d) **Depreciation**
Depreciation is stated at amounts computed on a consistent basis and are valued at the lower of cost and replacement value.

(e) **Debt**
Debt is valued at the net of the cost of the Assets over their expected useful life at the following rates:
Vehicular Property: Nil
Plant, Machinery and Motor Vehicles: By equal instalments at rates varying between 10% and 25%.

(f) **Deferred Taxation**
Deferred Taxation represents Corporation Tax provided at the rate ruling on each Balance Sheet date on the following:-
(i) The capital gain arising if the Freehold Properties had been disposed of when realised.
(ii) The excess of the carrying value of Plant, Machinery and Motor Vehicles over the corresponding written down values for tax purposes.
(iii) Increased Stock values as provided by current taxation legislation.
(iv) The excess of the carrying value of the Assets over the value as determined by the Deferred Taxation provision in the consolidated Accounts and is shown as a Deferred Asset in the Accounts of the Holding Company.

(g) **Regional Development Grants**
Regional Development Grants received on plant and machinery were originally credited to a Reserve Account and transfers were made to Profit and Loss Account over the period during which the relevant assets were depreciated. An alternative method of deducting the Grants received from the carrying value of the Assets was adopted in the Accounts of the Downhouse Companies and appropriate adjustments have been made to the Chairman's figures, to substitute this method for the method used in the Accounts and thus give a fairer comparison of the Downhouse figures.

(a) The charge for Taxation each year is calculated on the Profit for the year at this relevant rate of Corporation Tax.

(b) The results for the Group for the years ended 31st March 1972 to 1976 are as follows:

(c) The results of calculation of depreciation on Fixed Assets throughout the Group as stated in (1) (a) above are as standardised from 1st March 1972. In our opinion, this standardisation would have had no significant effect on the results for the ordinary year ended 30th February 1972 if it had been applied during that year.

(d) The dividends paid on the Ordinary and Special Shares of E. Chambers Holdings Limited are as follows:

	Amount £
	<i>Dividend</i>
Year to 30th February 1972	10.94
Year to 30th February 1973	3.20
Year to 30th February 1974	3.02
Year to 30th February 1975	2.64
Year to 31st February 1976	11.20
	34.70

	Cost or Revaluation £	Depreciation £	Value in Accounts £
Freehold Properties	96,800	—	96,800
Fleet, Machinery and Motor Vehicles	197,965	156,028	31,937
	<u>294,765</u>	<u>156,028</u>	<u>178,737</u>

The Freehold Properties above include premises at Dalton Street, Belfast, as valued by James Bar & Son, Chartered Surveyors, Glasgow, in March 1969 at a then current open market value of £5,000, and premises at Anderson Street, Glasgow, as valued by Richard Ellis, Chartered Surveyors, Glasgow, in July 1973 on a similar basis.

(b) Quoted Investments:
 The Market Value of the Quoted Investment at 29th February 1976 was £1,350.

(c) Bank Facilities:
 The Bank has been granted a Bond and Floating Charge by, Chalmers and F.C. and holds credit guarantees from these companies in their entirety, if any. No overdraft in fact existed at 28th February 1976.

(d) Share Capital:
 The Share Capital is divided into:

Issued and

1,500 x 6 1/2% Preference Shares of \$10 each	15,000	15,000
5,000,000 Ordinary Shares of 10p each of which 3,124,342 Shares are issued	500,000	312,434
	<u>515,000</u>	<u>327,434</u>

The Industrial and Commercial Finance Corporation Limited has the right (existing in 1946/1947) to subscribe for 137,500 of the Unissued Ordinary Shares of 10p each at 40p per share.

(e) Reserves	Group	Company
Capital Reserve	141,108	205,714
General Reserve	106,872	106,872
Retained Profit	300,710	117,660
Building Grants	41,462	37,321
Grants Premium	29,742	29,742

The Share Premium has arisen through the issue of Ordinary Shares to previous holders of the Preference Shares of the former Subsidiary Company.

- (1) The Directors are of the opinion that the present counter-inflation legislation does not apply to the Companies
- (2) At 29th February 1976 the Chairmen Group had no Capital Commitments for which contracts had been placed and which were not provided for in the Accounts
- (3) The above figures are based on the audited Accounts of the Companies after making such adjustments as we consider necessary.
- (4) No Accounts of Chairmen or of its Subsidiaries have been made up for submission to Members in respect of any financial year ending on or after 31st December 1976.

Summary of Consolidated Balance Sheets of E. Chalmers Holdings Limited

The Group Balance Sheets on the last day of February for the five years ended 28th February, 1975 are summarised below:

	1971	1972	1973	1974	1975
	£	£	£	£	£
Fixed Assets					
Freehold Properties	518,014	455,627	430,627	525,000	98,800
Plant, Machinery and Vehicles	190,367	118,810	101,109	38,252	39,722
	708,381	574,437	531,736	563,252	138,522

Investments	866,578	274,378	1,311,278	1,311,278	1,311,278
	278	278	278	278	278
	866,578	274,378	1,311,278	1,311,278	1,311,278
Current Assets					
Stocks	172,284	404,265	382,359	264,648	121,926
Debtors	86,880	374,943	451,326	626,214	1,043,373
Cash on Deposits and on Hand	36,145	12,468	22,194	22,194	544,131
	1,013,264	791,676	736,209	812,526	1,309,051
Current Liabilities					
Creditors	327,440	182,718	209,468	212,224	127,677
Bank Overdraft	116,624	354,829	197,024	106,777	36,292
Current Taxation	46,443	19,978	11,336	15,821	18,937
Provision for Dividends	25,996	600	11,336	15,821	38,777
	512,118	537,725	417,868	350,622	133,624
Net Current Assets					
	471,626	233,951	318,339	458,234	967,067
	1,138,785	808,066	590,352	1,401,764	1,103,367

	1971	1972	1973	1974	1975
	£	£	£	£	£
Share Capital	15,000	15,000	15,000	15,000	15,000
Preference Shares	312,454	312,454	312,454	312,454	312,454
Ordinary Shares	327,454	327,454	327,454	327,454	327,454
Reserves	767,426	767,426	767,426	767,426	767,426
Loans	246,250	246,250	246,250	246,250	246,250
	1,350,285	1,350,285	1,350,285	1,350,285	1,350,285
Deferred Taxation	1,138,235	1,138,235	1,138,235	1,138,235	1,138,235
	1,138,235	1,138,235	1,138,235	1,138,235	1,138,235

The above figures are based on the audited Group Balance Sheets after making such adjustments as, in our opinion, were appropriate.
Yours faithfully,
CLUNIE & SCOTT
Chartered Accountants
7 Melville Crescent
Edinburgh EH3 7NA

TURNER, HUTTON & LAWSON
Chartered Accountants
90 Mitchell Street
Glasgow G1 3ND

STATUTORY AND GENERAL INFORMATION

<p>Issued</p> <p>1,500 5-6% Cumulative Preference shares of £10 fully paid</p>	£15,000-00
---	------------

3,124,543 Ordinary shares of 10p fully paid

31.12.2014

3,124,546.30

The Articles of Association of Chalmers as modified in effect by the Finance Act 1972 include provisions to the effect that:

(i) The holders of the 5%; Cumulative Preference Shares of 110 are entitled to receive as a first charge on the profits of Chalmers a fixed cumulative preference dividend at the rate of 5%; plus the associated tax credit at the rate in force from time to time payable on 1st May and 1st November in each year.

(ii) The holders of the 5%; Cumulative Preference Shares of 110 shall on a showing of balance have one vote and on a poll one hundred votes for each preference share held but in either case only (a) in the event of the preference dividend being in arrears for six months and (b) on a resolution for reduction of capital, winding up or variation of the rights of the shares.

(iii) The ordinary shareholders shall on a show of hands and on a poll have one vote for each ordinary share held.

(iv) Payment of dividends shall be made to the ordinary shareholders on a showing of balance and in arrears otherwise until the amount paid up on the 5%; Cumulative Preference Shares and arrears of dividend or a sum equivalent to arrears of dividend shall have been paid in full.

(v) The holders of each class of shares shall be deemed to have assented with the consent (in writing) of the holders of three-fourths of the shares of that class or with the sanction of an Extraordinary Resolution of a separate meeting of each class of shares to any modification of the rights of such shares which is not in substance more favourable than any further shares ranking pari passu with the existing 5%; Cumulative Preference Shares shall be deemed a modification of the rights of such Preference Shares.

(vi) If the proposed modification takes place the consent of the holders of Chalmers will be as follows:

Authorized	1,500,000 Cumulative Preference Shares of £10	<u>£15,000,000</u>
	750,000 Ordinary Shares of 10p	<u>750,000,000</u>
		<u>£765,000,000</u>
Issued	1,500,000 Cumulative Preference Shares of £10 fully paid,	<u>£15,000,000</u>
	6,954,540 Ordinary Shares of 10p fully paid	<u>695,454,540</u>
		<u>£707,454,540</u>

Industrial and Commercial Finance Corporation Limited, 81 Waterloo Road, London, have an option expiring two months after publication of the accounts for the financial year current on 31st February 1980, to purchase for a further two years to the sum of 137,500 Ordinary Shares for each of £25,000 equivalent to 40p per Ordinary Share.

The option to Industrial and Commercial Finance Corporation Limited to purchase the shares referred to above will be unaffected by the proposed acquisition and will remain in full force and effect.

2. ACQUISITION OF DOWNBREE

Details of the existing ordinary shareholders in Downbree and the consideration payable to the shareholders in Downbree are shown below:

	Ordinary Shares of £1 Downbree Holdings Limited	Ordinary Shares of 10p E. Chalmer Holdings Limited	Cash £
Albert Brown McFadden, a Barrister, Thornhill, Lancashire, and family interests	250,000	1,900,000	242,000
William Graham Pascoe, The Cedars, Moorfield Road, Gouda, and family interests	250,000	1,900,000	242,000
	<u>500,000</u>	<u>3,800,000</u>	<u>484,000</u>

Prior to completion of the acquisition of Downbree the share capital of Downbree is to be increased by £

Company	Date and Country of Incorporation	Issued Share Capital
Dormier Fabrics Limited	27 Dec. 1971	10,000
R. N. Dodds & Sons Limited	England in May 1952	10,000
United Press Limited	England in 1950	10,000

Company	Date and Country of Incorporation	Issued Share Capital
F. Chalmers and Company Limited	5 Nov. 1963	100
Jebb Metals Limited	26 Mar. 1979	1,000
E. H. McConnell Metals Limited	Northern Ireland 3 Aug. 1949	11,300

The Articles of Association of Chalmers contain the provisions to the following effect:

(1) Repayment of Director's Expenses
A Director is not obliged to retire under the provisions of the Statutes as to age limit.

(2) Interests of Directors in Contracts
A Director may hold any other office under the Company and may enter into contracts with the Company and may be a party to any contract entered into by the Company. Meetings of Directors entering into the contract or arrangement in which he is interested. A Director may not vote in respect of any contract or arrangement in which he is interested. In the event of conflict of interest between him, as Director, any claim may be released and any contract or arrangement may be entered into, confirmed or renewed by the Company.

(3) Exercising Powers
The Director may exercise all the governing powers of the Company and its sub-idiaries to twice the aggregate of the nominal amount of the equity capital of the Company and the consolidated reserves and the net amount.

(19) **Remuneration of Directors**
Each of the Directors holds as a "Managing Director or other specially remunerated Director who by the terms of his office is entitled to remuneration in addition to the remuneration of an executive officer as provided in the Company each year in General Meeting. Any Director who serves on any Committee or on the Board outside the scope of his ordinary duties may be paid such extra remuneration as the Board may determine.

6. PROFIT FORECAST ASSUMPTIONS AND LETTERS

The profit forecast for Chalmers for the ten-month period to 31st December 1976 has been based on the following assumptions:

1. The recent relationship between the buying and selling price of metal due not alter significantly during the remainder of the period
2. The supply of raw materials at competitive prices will continue to be available.
3. Overhead expenses will not increase significantly above recent levels.
4. Trading will not be affected by industrial action.
5. Government counter-inflation policies will not change significantly.

The profit forecast for Dönnmeier for the year to 31st December 1976 has been based on the following assumptions:

1. The trend of new orders and sales during recent months will continue.
2. The supply of raw materials at competitive prices will continue to be available.
3. Overhead expenses will not increase significantly above recent levels.
4. Inflation will not be affected by industrial action.
5. Government counter inflation policies will not cause significant loss.
6. Present management and accounting policies will not be changed.

The following letters have been received regarding the profit forecasts:

The Director,
F. Chalmers Holdings Limited
191 Sturges Street
Glasgow G60 4HH

3rd September 1976

We refer to the document dated 2nd September 1976, which is to be used in connection with the proposed acquisition of Devon-nairce Holdings Limited and the introduction to issuing of our Company following the proposed acquisition and, in particular, in the section of this document relating to future prospects and dividends.

We have reviewed the accounting basis and calculations adopted in the preparation of the profit forecast for Devon-nairce Holdings Limited and we are satisfied that the accounting basis and calculations of Devon-nairce Holdings Limited are solely responsible. In our opinion the forecast, so far as the accounting basis and calculations are concerned, has been properly compiled on the basis of the assumptions set out in the document and is in accordance with the accounting policies normally adopted by Devon-nairce Holdings Limited.

Yours faithfully,
Turner, Hutcheon & Lawson, C.A.

The Directors
E. Chalmers Holdings Limited
181 Swanton Street
Glasgow G2 4JH

We refer to the document dated 3rd September 1976, which is to be issued in connection with the proposed acquisition of Chalmers Holdings Limited and the introduction to issue of your Company's Memorandum of Association, proposed acquisition and, in particular, to the section of this document relating to "Future prospects and dividends". We refer to the fact that the proposed acquisition of Chalmers Holdings Limited is subject to the approval of the E. Chalmers Holdings Limited given in this section of the document for which the Directors of E. Chalmers Holdings Limited have been asked to give their approval. It is noted that the document, if approved, will state that the proposed acquisition is not to be undertaken if the Directors are concerned, has been properly compiled on the basis of the assumptions set-out in the document and is in accordance with the financing policies normally accepted by E. Chalmers Holdings Limited.

Yours faithfully,
Crisis & Scott, C.A.

The Directors,
E. Chalmers Holdings Limited.

Glasgow G40 4HH

3rd September 1976

Dear Sirs,

We refer to the forecast of profit of E. Chalmers Holdings Limited, Downhams Holdings Limited (Downhams) and their respective subsidiaries as contained in the document dated 3rd September 1976 to be issued in connection with the proposed acquisition of Downhams and the maintenance of listing of your Company following the proposed acquisition.

We have examined the assumptions on which the above forecast is based and are satisfied that the forecast is based on reasonable assumptions and is a realistic forecast of the results of the proposed acquisition.

We are satisfied that this mid profit forecasts have been made by the respective directors after due and careful consideration.

Yours faithfully,
For McNeill Peterson Limited
Ronald McNeill
Director

(7) **DIRECTORS' INTERESTS.**
On 26th March 1974, Dowdells received 419,000 ordinary shares in 'Chalmers' to add to a holding of 176,277 ordinary shares. The 419,000 ordinary shares consisted on 18th February 1974 of 176,277 shares held by Dowdells personally and 242,723 shares held by 'Chalmers' as a separate company. The 242,723 shares were acquired approximately 594,273 ordinary shares, being approximately 19.05% of the then issued ordinary shares of 'Chalmers'. Arrangements have been made for this shareholding to be sold to the directors, accompanied with the 176,277 shares held by Dowdells personally, to form a holding of 319,000 ordinary shares in 'Chalmers'. Limited was disposed of by December 1974. Details of these arrangements are given under the heading of 'Disposal of Investments'. The 319,000 ordinary shares in 'Chalmers' are held by Dowdells personally. The shareholding under 'Present' and 'excludes' is under 'Following the acquisition' for the purpose of showing the effect of the transactions of Mr McDermott. Mr McDermott and the firm are given no share value at the ages of their children.
(1) Mr McDermott and Mr Parsons are interested in managed company number 1 in Schedule 97/53 of this journal as holders of 10% of the ordinary shares of the company. The company is a subsidiary of Dowdells and has no material connection relating to Dowdells and its subsidiaries.
(1) Mr J. R. Parsons has a service contract with Dowdells dated 22nd April 1974 amended on 20th October 1974. Aggregate remuneration by Board Minutes dated 26th June 1974.

	Primary Residence	Secondary Residence
A. R. McFadden		
Beneficial	Project	the acquisition
Family	1,005	532,363
Via Downshire (joint)	30,000	1,788,698
W. G. Percotti	\$94,237	Nil
Beneficial		
Family	1,800	578,649
Via Downshire (joint)	598,227	1,120,291
J. R. Tweedie		
Beneficial		
Family	115,000	115,000
	Nil	Nil

[illegible][illegible][illegible][illegible][illegible][illegible]

10. DOCUMENTS AVAILABLE FOR INSPECTION

Copies of the following documents will be available for inspection at the offices of PricewaterhouseCoopers & Tandon, W.S. 50, Market Street, Colaba, Mumbai 400 025, India or at the offices of Messrs. PricewaterhouseCoopers & Tandon, 100, Market Street, EC-37 7LD, and at E. Chambers Bookshelves Limited, 181 Swansboro Street, Glasgow G4 4HJ, during the hours of 10.00 a.m. to 5.00 p.m. on any business day.

(i) the memorandums and articles of association of the Company and Dowling; and

(ii) the audited accounts of the Company and Dowling for the six years ended 30th February 1976; the audited accounts of Dowling only and its subsidiaries for the period commencing 1st June 1976 to the 31st December 1975; the audited accounts of the Company and Dowling for the period commencing 1st January 1976 to the 31st December 1975; and the audited accounts of its subsidiaries for the years ended 31st December 1974 and 1975.

(iii) the statements of adjustments to the accounts of the Company and Dowling prepared by the reporting accountants;

(iv) the minute of agreement and supplementary agreement between the Company and the shareholders of Dowling;

(v) the letters relating to the profit forecast and the letters of consent of Chubb & Scott, C.A. Turbin, Hutton & Co. Ltd., C.A. and Mr. Neil Pearson Limited referred to above.

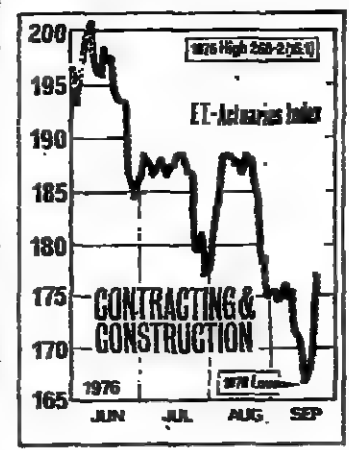
(vi) the material contracts referred to above.

(vii) Mr J. R. Treadwell's service contract referred to above.

Dated 23rd September 1976

Fresh advance following seamen's pay agreement

Index up 6 points more at 351.8—Gains to $\frac{5}{8}$ in Gilts

[illegible]

40

Atlantic Assurance	12
Cannon Assurance	10
Address: When Under Insurance	
Property Bond, 1000	

[illegible][illegible]

FIXED INTEREST		Yield %										Price			
		1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	
		1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	1954	
1	Consols 2 1/2% yield	14.63	14.63	14.75	14.71	14.60	14.59	14.48	14.48	14.22					
2	2 1/2% Govt. Stocks (6)	48.51	14.00	46.04	45.75	46.04	46.29	46.66	46.42	50.04	55.45	45.75	115.42	58.27	
3	2 1/2% Govt. Red. Deb. & Loans (13)	47.53	15.49	47.49	47.36	46.29	46.46	46.58	46.58	48.39	54.40	46.49	115.43	57.01	
4	Investment Trust Pref. (15)	47.14	14.68	47.14	47.14	47.14	47.19	47.33	47.33	45.68	54.43	45.43	115.41	54.43	
5	Consol. and Ind. Pref. (20)	64.35	14.74	64.95	64.97	64.95	65.40	67.23	67.23	65.41	71.07	64.76	114.99	47.97	
Section or Group		Base Date	Base Value	Section or Group	Base Date	Base Value	A record of the indices, cost £10, is obtainable from FT Shareing Enterprises, 30, Abchurch Lane, London E.C. 4. It gives all group and sub-group indices fortnightly intervals since the start of the series 1952 with quarterly highlights and trend. Dividend as savings figures are also included.								
Overseas Traders	31.12.70	153.84	All Other	31.12.62	100.00										
Importing (Heavy)	31.12.71	153.82	: Redemption yield, FT-Actaries Indices are calculated by Eitel Communications Limited (a member of the Exchange Telegraph Group) on an IBM 370 computer.												
Wines and Spirits	31.12.70	134.78	A list of the companies of the FT-Actaries Share indices is now available from the Publishers, the Financial Times, Warley House, Cannon Street, London, EC4P 3BY, price 15p. By post 20p.												
Wines and Games	31.12.70	153.72													
Office Equipment	31.12.70	162.14													
Industrial Group	31.12.70	159.39													
Miscellaneous, Financial and Manufacturing	31.12.70	159.06													
Insurance	31.12.70	144.15													
Retailers	31.12.70	144.15													
Insurance Brokers	31.12.70	46.87													

AUTHORISED UNIT TRUSTS

Unit Tr. Mgrs. Ltd. (a)(b) House Rd. Aylesbury. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Unit Tr. Mgrs. Ltd. (a)(b) House Rd. Aylesbury. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Bridge Fund Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Bridge Fund Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	G.T. Unit Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... G.T. Unit Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Kleinwort Benson Unit Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Kleinwort Benson Unit Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Mercury Fund Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Mercury Fund Managers Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Piccadilly Unit Tr. Mgrs. Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	J. Henry Schroder Wagg & Co. Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... J. Henry Schroder Wagg & Co. Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Target Tr. Mgrs. (Scotland) Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Target Tr. Mgrs. (Scotland) Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...
--	--	--	--	--	--	--	--

INSURANCE, PROPERTY, BONDS

REGIONAL MARKETS

Section of the share prices previously shown under regional headings is below with quotations on London, Irish issues, and others are listed in London, are shown separately with prices as on the Irish.

Share	Price	Share	Price
Av. 20p	1.10	Av. 20p	1.10
Av. 30p	1.20	Av. 30p	1.20
Av. 40p	1.30	Av. 40p	1.30
Av. 50p	1.40	Av. 50p	1.40
Av. 60p	1.50	Av. 60p	1.50
Av. 70p	1.60	Av. 70p	1.60
Av. 80p	1.70	Av. 80p	1.70
Av. 90p	1.80	Av. 90p	1.80
Av. 1.00	1.90	Av. 1.00	1.90

ADERS AND LAGGARDS

Following table shows the percentage changes which have taken place since 1st January 1976, in the principal equity sectors of the F.T. Actuaries Index. It also contains the F.T. Index Index.

Index	Change	Index	Change
Av. 20p	+1.2	Av. 20p	+1.2
Av. 30p	+1.5	Av. 30p	+1.5
Av. 40p	+1.8	Av. 40p	+1.8
Av. 50p	+2.1	Av. 50p	+2.1
Av. 60p	+2.4	Av. 60p	+2.4
Av. 70p	+2.7	Av. 70p	+2.7
Av. 80p	+3.0	Av. 80p	+3.0
Av. 90p	+3.3	Av. 90p	+3.3
Av. 1.00	+3.6	Av. 1.00	+3.6

EARN EVERYDAY TRAVEL

through films and conversation, day and evening courses. If classes at all levels. Also individual courses (20 or 45 hours weekly). Enrolment at any time.

FRANCE LANGUES 525.03.40 Ext. 22
33, rue Langue, 75014-Paris

Abbey Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Abbey Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	The City of Westminster Assur. Soc. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... The City of Westminster Assur. Soc. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	London Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... London Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Prudential Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Prudential Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Standard Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Standard Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Scottish Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Scottish Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Swedish Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Swedish Life Assurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Target Tr. Mgrs. (Scotland) Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Target Tr. Mgrs. (Scotland) Ltd. (a)(b) 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...
--	--	--	--	--	--	--	--

WHO OWNS WHAT IN WORLD BANKING 1976-77

and its companion volume

WHO IS WHERE IN WORLD BANKING 1976-77

will be available at the end of September.

Who Owns What In World Banking lists the identity and affiliated holdings of the world's top 100 financial institutions. In many cases percentage holdings are given. A special section also provides participation shares in consortia. Each entry is carefully indexed.

Who Is Where In World Banking lists the foreign representation of over 500 banks in 80 financial centres. The status of the representation (branch representative office, etc.) and the full address is given.

Who Owns What In World Banking
£19.00 within U.K.
£21.00 outside U.K.

Who Is Where In World Banking
£9.00 within U.K.
£11.00 outside U.K.

Set (one copy of each volume)
£26.00 within U.K.
£30.00 outside U.K.

Send your orders to:
The Banker Research Unit,
Bracken House,
10, Cannon Street,
London EC4A 3BF.

Arbitrage Securities (C.I.) Limited 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Arbitrage Securities (C.I.) Limited 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...	Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ... Canal Insurance Co. Ltd. 14, Park Lane, E.C.2. 01-535441 Capital 100.00 Income 100.00 Dividend 100.00 ...
--	--	--	--	--	--	--	--

NOTES

Prices do not include 5% premium, where applicable, and are in pounds unless otherwise indicated. Values shown in parentheses are for all shares, not just the 100 shares included in the index. Values in parentheses are for all shares, not just the 100 shares included in the index. Values in parentheses are for all shares, not just the 100 shares included in the index.

INSURANCE

TRUSTS—Continued

[illegible]

